THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

Entered as second class matter at the Post Office at Baltimore, Md. under Act of March 3, 1879

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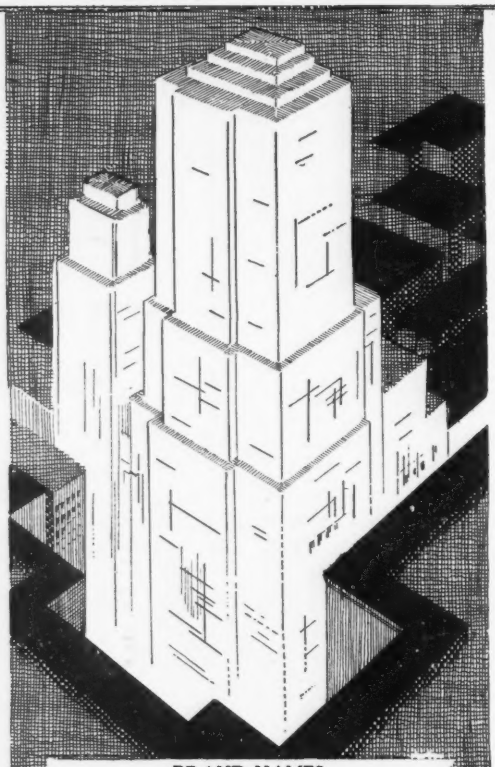
The American Can Company sends its best wishes for a joyous Christmas to every member of the canned foods industry. » » For our New Year's resolution let's renew our pledge—quality cans—and quality in the can. On quality rests largely the record of canned foods for 1931.

AMERICAN CAN COMPANY CANCO



BRAND NAMES

Brand names have substantial property value which it is important to protect and owners of them are sure to prosecute any infringement.

It is unsafe to create or use any trade name without an exhaustive search of every registered and unregistered trade mark in existence.

Consult our Trade Mark Bureau. The service is free.

The MODERN TREND *in* DESIGN

Styles in packages, like styles in architecture, are constantly changing. "U. S." Labels and folding boxes keep up with the modern trend.

There is no problem in merchandising more vital than proper packaging. "U. S." salesmen are experts on all phases of this subject.

Let us be your package counsellors.

The UNITED STATES PRINTING & LITHOGRAPH CO.

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55 Beech St.	98 N. 3rd St.	439 Cross St.

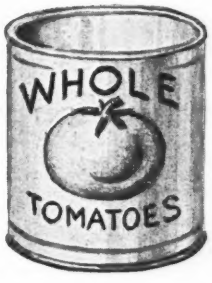
Color Printing Headquarters

AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

FOR CUT STRING BEANS

FOR TOMATOES



Also For Beets, Cherries, Plums etc.

PAID UP CAPITAL $600,000.00 J. K. ARMSBY'S CODE

IOWA CANNING COMPANY

FACTORIES:
VINTON, IOWA
LA PORTE CITY, IOWA
STORM LAKE, IOWA
ROCKWELL, IOWA
GARRISON, IOWA
SHELLSBURG, IOWA

MAIN OFFICE VINTON, IOWA

STORM LAKE
IOWA

Sept. 25, 1930.

Ayars Machine Company,
Salem, New Jersey.

Gentlemen:-

We are pleased to say that the Universal String Bean and Tomato Filling Machine purchased of you this season worked to our entire satisfaction, filling both beans and brine in a uniform manner.

Yours very truly,

Iowa Canning Company,
By

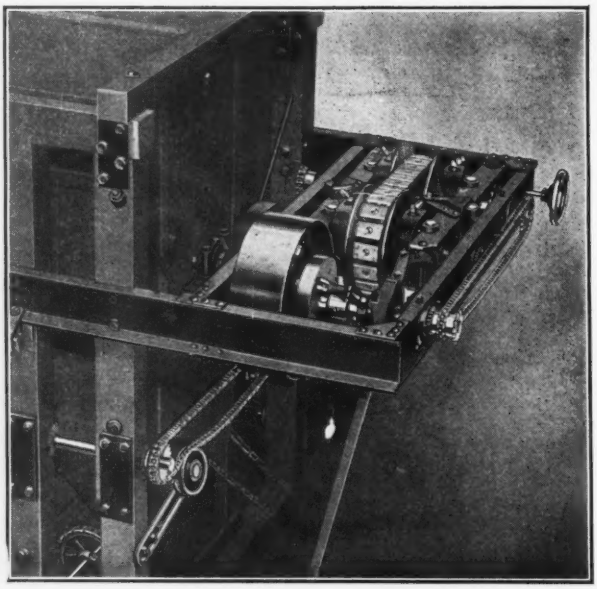
BM/S

Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE COMPANY

Salem. New Jersey



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
Green Bean Cleaners
Green Bean Snippers
Conveyors
Can Markers
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SPECIAL AGENTS

JAMES Q. LEAVITT COMPANY
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A. K. ROBINS & CO., INC.
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BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
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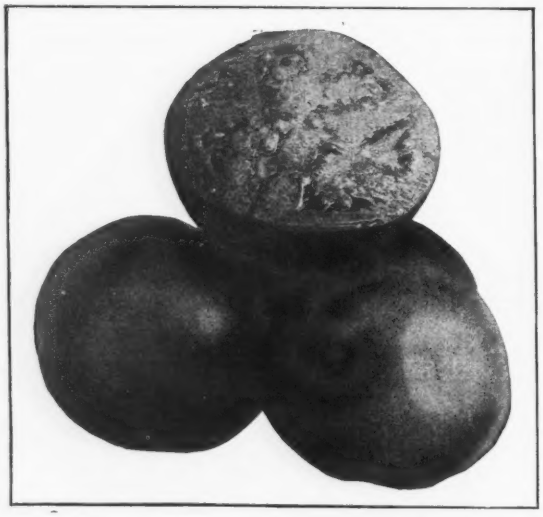
NORTHERN GROWN TOMATO SEED



We are Headquarters and Extensive Growers of all varieties of Tomatoes used by the

CANNING TRADE

and are always glad to quote prices, either for prompt shipment or future delivery, on

Bonny Best, Chalk's Jewel, Earliana, Favorite, Greater Baltimore, John Baer, Matchless, Red Rock, Stone, Marglobe, Red Head.

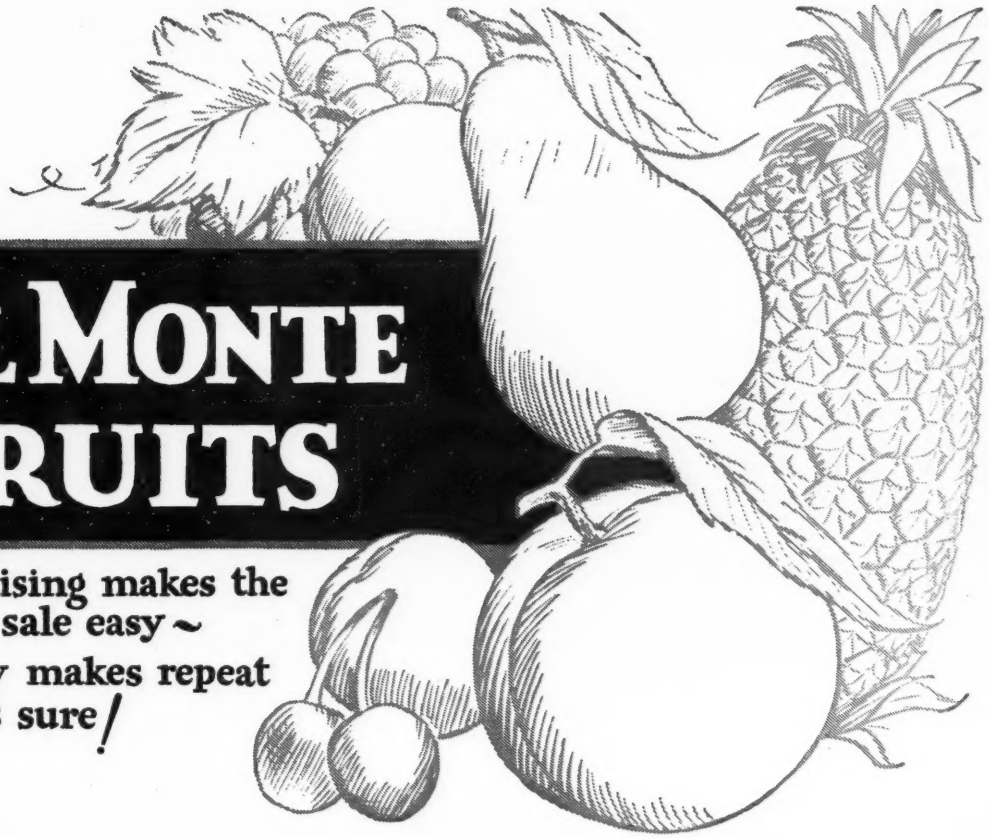
Our Stocks are unsurpassed for Earliness, Uuiformity and Trueness to Type and are largely used by the most critical canners in the trade.

Stock Put Up To Suit The Convenience Of The Canner

PEA, BEANS, CORN AND ALL SEEDS USED BY THE CANNING AND PICKLING TRADE

JEROME B. RICE SEED CO.

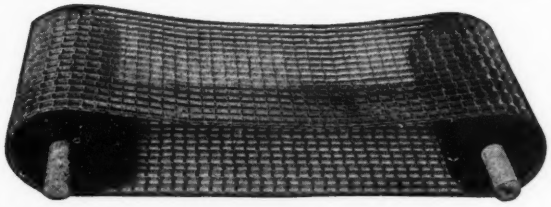
CAMBRIDGE, NEW YORK



DEL MONTE FRUITS

Advertising makes the first sale easy ~ Quality makes repeat sales sure!

HERCULES Sanitary Flexible Steel Conveyor



Used by Canners for every purpose: on sorting tables, scalders, washers, exhausters, etc.

Made of best galvanized ribbon steel.

Standard widths - 12, 18, 24, 30 inches - carried in stock. Other widths, made to order. One inch mesh - also half inch mesh. Strong, durable, labor saving and efficient. Runs smoothly, lies flat and does not climb the pulleys. One hundred percent sanitary.

Made up in one hundred foot rolls, or less. Can be easily taken apart and made into any length conveyor. Extra cross wires supplied with each roll. We know it gives satisfaction - our customers tell us so. Your dealer has it.

Manufactured by

La Porte Mat & Manufacturing Company

La Porte, Indiana

Autos vs Seeds

The *Keen* Purchaser of an Automobile

Buys_____Transportation

The *Wise* Purchaser of a Car of Seed

Buys_____Re-Production

SECOND STEP IN SEED PRODUCTION–SEARCHING FOR ROGUES

The ***COST OF GOOD SEED*** is but a small portion of the total cost of growing an acre of peas or beans

Compared with

TAXES & INTEREST
PLOWING & HARROWING
PLANTING & CULTIVATING
HARVESTING & MARKETING

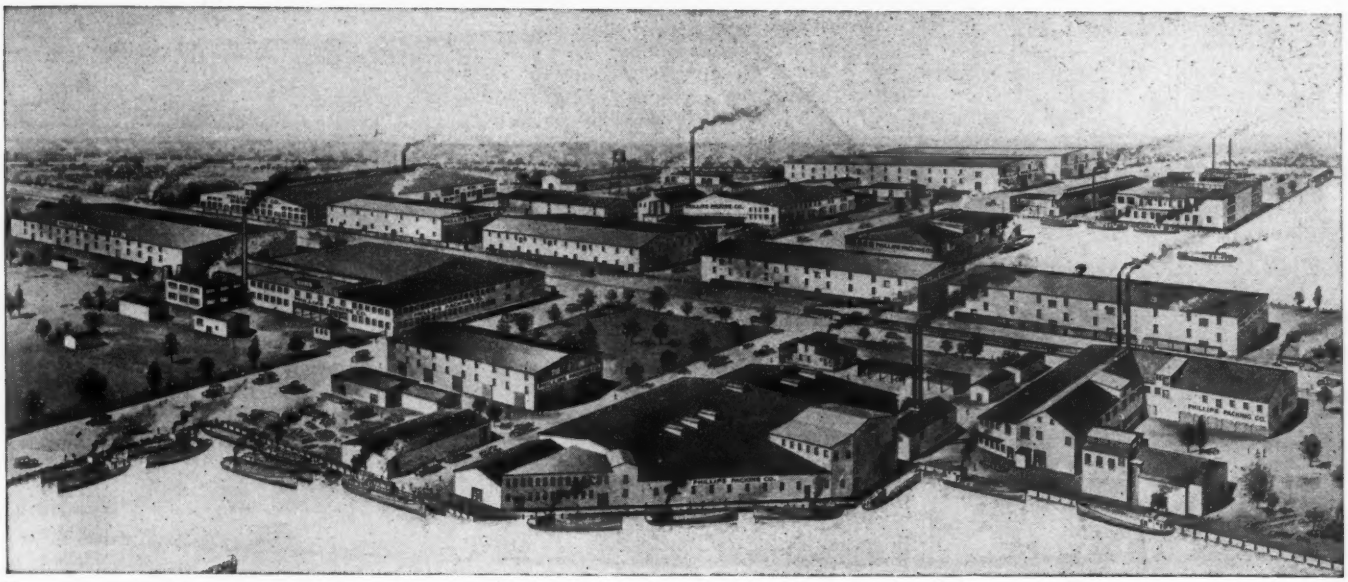
PROTECT—THE GROWER'S investment and his season's labor by furnishing him seed in which he can have the fullest confidence.

—Blood Tells.

Rogers Bros. Seed Company

Breeders & Growers

CHICAGO, ILLINOIS



Plants of the

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

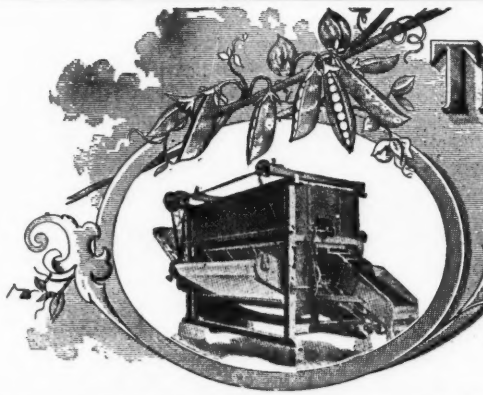
PHILLIPS SALES CO. Inc.,

BROKERS and COMMISSION

Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.



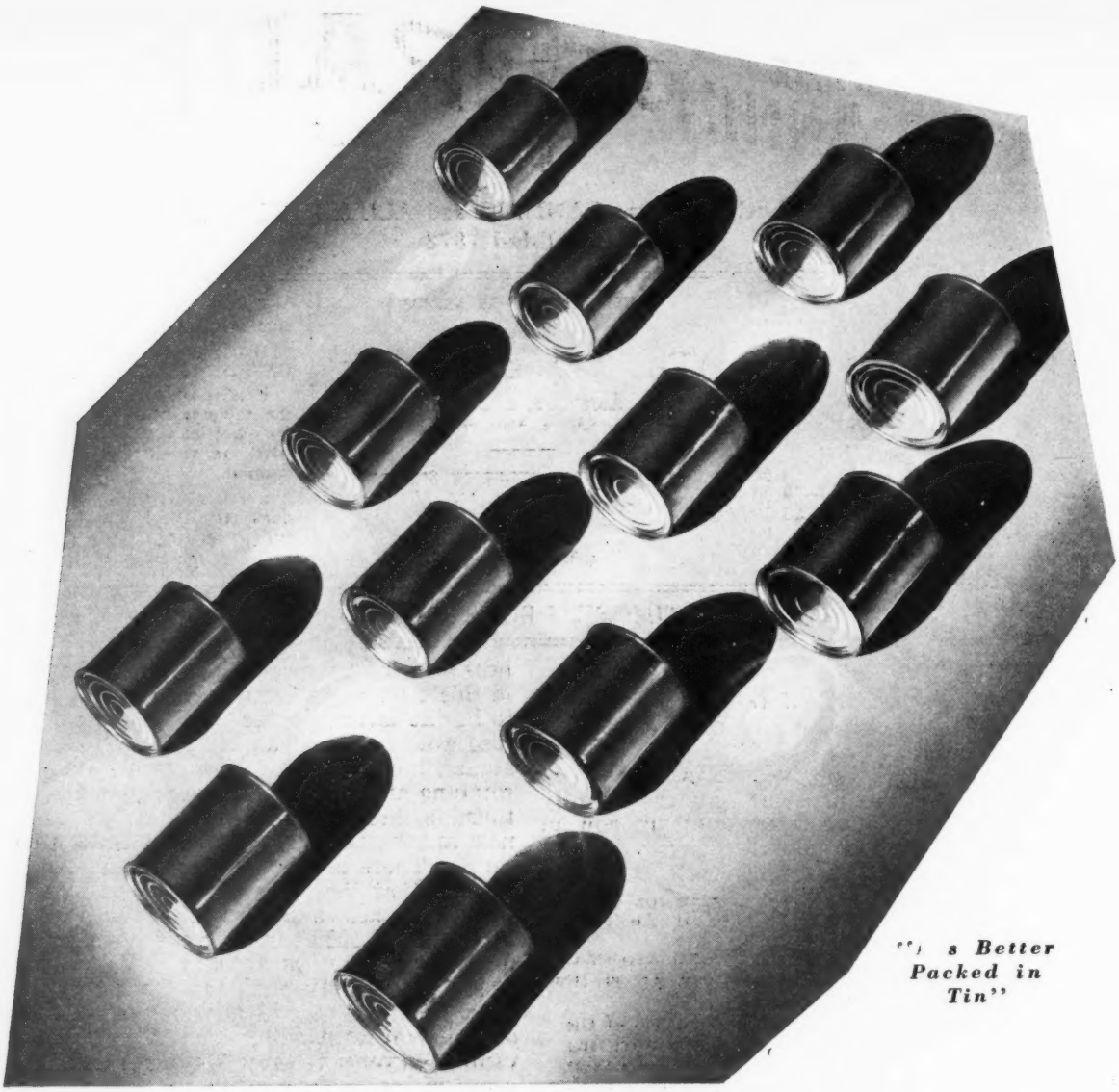
The Scott Viner Co.

PEA HULLING MACHINERY.

773 E. MARKISON AVENUE

Columbus, Ohio

THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.



"Is Better Packed in Tin"

Another year of dependable quality

No single feature of Continental's progress stands out more prominently than the Dependable Quality of Continental plain and enamel lined cans. In the year just ended—one requiring many extra "rush" shipments—the quality of Continental cans surpassed their previous 25 years' high record of dependability.

More Canners every year are finding that the cleanliness, sturdiness, fine workmanship and careful inspection of Continental Cans contributes largely to good quality packs and smooth running of their factories.

SYMBOL OF QUALITY AND SERVICE

Quality is important, but equally so are Continental's unequaled closing machines, laboratory research and service — together a combination helping Canners to meet the exacting needs of modern merchandising.

CONTINENTAL CAN COMPANY INC.

Executive Offices: NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street

SAN FRANCISCO: 155 Montgomery Street

1905—CONTINENTAL'S SILVER ANNIVERSARY—1930

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, DECEMBER 1, 1930 No. 16

EDITORIALS

THE TOMATO TARIFF ON TRIAL—As you know, they are holding hearings upon the recently enacted tariffs, and canned tomatoes are now in for their turn. The official notification says:

PUBLIC NOTICE

Of Hearing by the United States Tariff Commission Under the Provisions of Section 336 of Title III of the Tariff Act of 1930.

Investigation No. 28 by the United States Tariff Commission for the Purposes of Section 336 of the Tariff Act of 1930.

Canned Tomatoes and Tomato Paste

Notice is Hereby Given, pursuant to Section 336 of the Tariff Act of 1930, that a public hearing in the foregoing investigation will be held at the office of the United States Tariff Commission in Washington, D. C., at 10 o'clock A. M. on the 17th day of December, 1930, at which time and place all parties interested will be given opportunity to be present, to produce evidence, and to be heard with regard to the differences in costs of production of and all other facts and conditions enumerated in Section 336 of the Tariff Act of 1930 with respect to the following articles described in Paragraph 772 of Title III of said Tariff Act, namely:

Tomatoes Prepared or Preserved in Any Manner

This notice shall be published by posting a copy thereof for thirty days prior to said 17th day of December, 1930, at the principal office of the Commission in the City of Washington, D. C., and at the office of the Commission at the port of New York, and by publishing a copy thereof prior to said date once each week for two successive weeks in "Treasury Decisions," published by the Department of the Treasury, and in "Commerce Reports," published by the Department of Commerce.

By order of the United States Tariff Commission this 7th day of November, 1930.

SIDNEY MORGAN, Secretary.

Just who may be attacking the present tariff upon canned tomatoes and why we are not able to say; but this means that there must be someone present to defend it or stand up for it, at least we suppose so.

Unquestionably there has been a heavy reduction in the imports of canned tomatoes since the passage of this tariff bill. Whether this has been on account of the high rates, increased to 50 per cent under the present tariff, or is due to the general depression in business and the low prevailing prices of canned tomatoes in this country, is hard to say. But it would not seem to be the latter, because even when our canned tomatoes were selling at higher prices, No. 2s at $1, for instance, the Italian tomatoes were selling at $1.25, and retailing at much higher prices than the domestic, and there is therefore no relative difference in conditions now and before. The inference must then go to the tariff. There is just one remaining danger, and that remote, that the Italians have been all cleaned out of their 1929 packs and have not yet had time to ship over the packs of 1930. They could have reached here before now, or would be arriving now if they had intended to ship them. We shall see about this. If the about three million cases of Italian canned tomatoes are kept off this market it will help, although no particular advantage is yet noticeable over the shortages so far. One would think that market prices would be better, owing to this shortage, but that much-desired condition has not developed as yet. It has been claimed that the imported tomatoes were taken by our foreign population and very little of them taken by native trade. If that is true the importation will continue, because these foreigners will have them at higher prices, as they did before the tariff was put on, and the importations will again assume large proportions. If this is not true, and it is our own people who have made the market for the imported article, the imports will stay out. We will learn something definite in that direction, at least.

ANOTHER THREAT—Here is another matter to which Secretary Roy Irons calls our attention, in the following letter:

"In line with the recent letters sent out discussing the competition of Kraut versus Fresh Fruit and Vegetables, according to the November 1st issue of the Cincinnati Packer, a new organization has been formed in Cincinnati, known as 'Fresh Fruit and Vegetable *Institute.*'

We quote a part of the article:

"The purpose of the organization is to educate the consuming public to the needs and desirability of using more fruits and vegetables in their daily diet, thereby increasing the consumption of these commodities."

"It is the purpose of the new organization to carry on a complete news campaign through the daily papers throughout the country."

"The Institute began functioning on October 1st and its membership is open to all firms directly or indirectly engaged in supplying America's dinner table with fresh fruits and vegetables."

"In its dissemination of information about fresh fruits and vegetables no mention will be made of brand, *nor will any specific commodity be emphasized at the expense of the others.*"

"The organization is already co-operating with universities maintaining agricultural and economic departments, with the Federal Government and associations promoting health, especially through proper diet education."

When the bulletins on this subject of competition of Kraut vs. Fresh Vegetables were written and recently sent you, it was not known that such an institution had been formed. If this institute does as it is planned, sauerkraut will be given much greater competition, and it behooves all the kraut packers to spend more money on their sales and less on production."

YOU MAY NEED A LICENSE—Here is an important letter from Secretary Gorrell. Read it carefully:

November 20, 1930.

To Canners:

Licenses Under the Perishable Agricultural Commodities Act

In view of an opinion of the Solicitor for the Department of Agriculture as to the definition of interstate commerce as related not only to *purchase* of fruits and vegetables by canners, but also to *shipments of products*, a considerable percentage of the canners will need to obtain licenses in order to comply with the Perishable Agricultural Commodities Act. This information is furnished in a letter received by the Association from Mr. C. W. Kitchen, Assistant Chief of the Bureau of Agricultural Economics, who asks the Association's co-operation in bringing the information to the attention of canners.

In the Information Letter for September 27, 1930, it was stated that all canners who buy fresh fruits and vegetables in interstate or foreign commerce in carloads are subject to the Perishable Agricultural Commodities Act and must obtain licenses, according to an interpretation of the statute at that time made by the acting solicitor of the Department of Agriculture. In that issue of the Information Letter quotation was made from a letter received by the Association from Mr. Kitchen.

Since that time the opinion in the Department of Agriculture has become further crystallized. We are now informed by Mr. Kitchen that under the interpretation placed on the Act by the Solicitor *the statute applies not only to canners who buy fresh fruits and vegetables in interstate commerce in carload lots, but also to canners who buy their fruits and vegetables in the same State where the cannery is located and who thereafter ship their products in interstate commerce.* If a canner contracts to purchase an entire crop it is considered a purchase in carload lots, whether it is actually delivered to him in carload lots or in smaller units.

The result of this ruling is that probably most of the canners are subject to the Act and must obtain licenses thereunder. No canner should assume that he is not subject to the Act without very careful consideration of the facts in regard to his case. Licenses must be obtained within six months of the date of passage of the Act, or by December 10, 1930.

It is understood that the Bureau of Agricultural Economics has mailed application blanks generally to canners. Any canner who has not received the necessary application blank can obtain one by addressing the Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

FRANK E. GORRELL,
Secretary.

Violation of the perishable agricultural commodities law will be subject to a fine of $500 plus $25 a day, unless there should be a great rush of applications for Federal licenses under this law prior to December 10, the date set by Congress for the licensing law to go into effect.

The U. S. Department of Agriculture is receiving applications for licenses under the act at the rate of approximately 200 a day. Unless this rate should increase considerably during the next week, an aggregate of less than 10,000 applications will have been received by the department before the penalty provisions go into effect.

Department officials estimate that approximately 30,000 commission merchants, dealers and brokers in fresh fruits and vegetables in interstate trade and most canners are affected by the licensing law, though it is pointed out that not all of this number will be actually engaged in interstate trade at the time the law goes into effect.

Applications for licenses may be obtained from the Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

STANDARDS OF QUALITY FOR JAM IN THE UNITED KINGDOM

AFTER negotiations of more than a year between the Food Manufacturers Federation, Inc., and the Society of Public Analysts, an agreement has been reached whereby definite standards of quality for all classes of jam will be established, states American Trade Commissioner Frank Messenger, at London, in a report submitted to the Department of Commerce under date of October 27.

With regard to the fruit content of jams, two schedules have been drawn up for jams of first and second quality, respectively, which provide in each case for a fixed minimum percentage of fruit required to be present in finished jams in the various named varieties.

In order that the trade and public may recognize jams which are made to the standards agreed upon, it is provided that first-quality jams shall bear on the label the following description: "Full Fruit Standard." This jam is guaranteed to conform to the agreed full-fruit standard of the Food Manufacturers Federation. For second-quality jam the description agreed upon is as follows: "Lower Fruit Standard." This jam is guaranteed to conform to the agreed lower fruit standard of the Food Manufactuers Federation.

It is also required that the presence of fruit juice in second-quality jams shall be boldly indicated on the label, the words "with other fruit juice" to appear in letters of a size equal to that of the named fruit or fruits.

In the case of mixed jams, both of first and second quality, it is required that where the proportions of fruit are not equal the name of the fruit forming the larger content shall appear first in the description on the label.

The regulations as to the fruit content and methods of labeling also apply to fruit jellies.

For citrus marmalade the agreed form of labeling is. "This marmalade is guaranteed to conform to the agreed standard of the Food Manufacturers Federation."

The dates for the general adoption of the labeling requirements for jams are November 1, 1930, and for marmalade January 1, 1931; but 12 months' grace is given before the guarantee need be incorporated in the manufacturer's main label.

Only those manufacturers who have given a written undertaking to observe the standards are permitted to use the Federation's description on their labels.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

Side Seams in a Single Blow
"Bliss" Lock Seamers

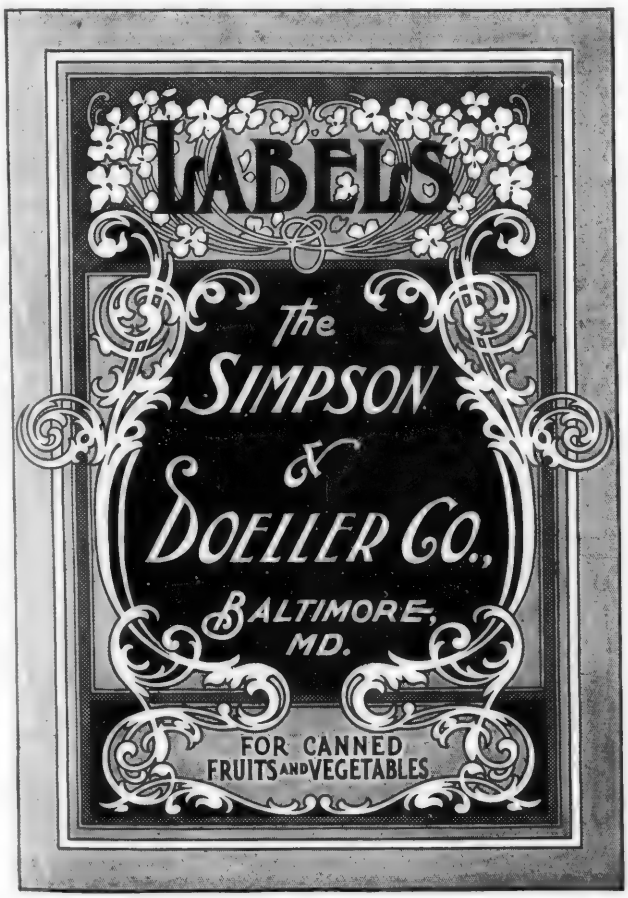
These machines in one blow form the hooks and close the side seams on round or tapered cans. Inside or outside seam.

They are built in a number of sizes to take care of every requirement and are a most convenient machine in any can shop. Details on request.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester



Keeping Control

WHAT a tough break it is when any unit in a production line gets beyond control.

Imagine the mess you'd be in with your filler or your closing machine if they didn't keep absolute control of the cans in—and thru—and out.

So it is with husking and huskers. Early in our husker building experience we learned a vital lesson—that to get uniformly good husking—constant production without stopping to remove clogs—the ears of corn must be continually under control—into and thru and out of the husker.

Which is the reason there has never been a Peerless Husker that relied on chance or gravity in any way. They have always had a forced feed and a forced discharge—thorough control of the ears all the way thru—just one reason why nine of every ten huskers now in use are Peerless.

Controlled husking has reached its zenith in the Peerless Super Husker. Controlled feed—controlled discharge—and now actually a controlled husking operation, for in the Super an almost human Geneva Gear arrangement stops and holds each ear of corn first in contact with one pair of rolls then with another. Thus, a quality of husking attainable in no other machine has been made possible by this new, truly SUPER husker made by Peerless.

Write us today for full information and a proposal on exchanging your present huskers. Just state their make, age and number.

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.

Peerless Super Husker
Showing the "Almost human Geneva Gear" that makes "Controlled Husking" possible

Relation of the Canning Industry to the Distributors of Food Products

By M. O. Sherrill, Vice-President of the Kroger Grocery and Baking Company

An address before the Convention of the Wisconsin Canners Association in Milwaukee last week.

THE absolute essentials of life are food, raiment and shelter, and the most vital of these is food, without which uman life must cease. In a matter so vital to every family the cost of food distribution becomes of paramount importance. Assuming, therefore, an equal quality and variety of food, the method of distribution which takes it from the producer and puts it in the hands of the consumer at the lowest cost, is certainly a valuable economic contribution to society. The elimination of waste in distribution makes possible higher prices paid to the farmer and the canner, and lower prices charged to the housekeeper by just the amount of waste thus saved. It is the saving in the cost of production and distribution that has raised the standard of American living steadily and continuously above the standards of the rest of the world, and this increase in the standard of living has gone on with the greatest rapidity in the past fifteen years, just as the methods of distribution have improved in the same period.

The waste in the conduct of American business, that is production and distribution, has been estimated at eight to ten billion dollars a year. This is equal to the total of America's foreign trade, both imports and exports. It is an enormous sum and it is apparent that here is a fruitful field for our joint efforts in the elimination of this waste.

While there is still a large amount of avoidable waste in manufacturing, the great improvements in the methods of mass production have already cut the waste of production down to a considerable extent.

Much of the total waste at this time in producing and delivering goods is due to excessive costs in making sales, inadequate knowledge of the reasonable prospects of a given market, improper credit methods, unfair practices of a small percentage of traders, incomplete knowledge of economic trends, insufficient knowledge as to stocks on hand, disorderly marketing.

The interests of the producer, distributor and consumer are identical, that is the elimination of all waste in production and distribution, leaving a fair margin of profit for both producer and distributor, and at the same time giving the products to the consumer at the lowest possible cost. Look at the waste in the delivery of goods into New York city. Fruits and vegetables cost one-third their New York selling price when landed in New Jersey, just across the Hudson River.

There should be a concerted effort to eliminate waste by canners and by distributors, whether distribution is through chain stores, jobbers, independents, or cooperative chains. Such things as the pooling of cars in making less than carload deliveries of different items, to cut the cost of freight charges, decreases waste in shipments, with advantages to all. Such an effort recently made is reported to have cut costs as much as ten to fifty per cent. Great savings can be made in further standardizing the sizes of boxes in which canned foods are shipped, with a view to easy handling and the better meeting of customers' needs. The use of skids by canners in their car loading would save a large amount of the total cost of getting goods to consumers. In the first place, there is a saving for the canner himself, next for the jobber or chain by saving three or four handlings in moving goods from car to warehouse and then to retail store. There are various economies possible in the use of skids with or without monorail equipment in the warehouses. Electric trucks and electric tiering machines have their important field in these operations. Great possibilities of saving are also possible in store door deliveries from factory by trucks.

In the matter of economic trends, it is now more important for high executives to have a correct long range judgment as to the future of the food industry, than to be able to drive a sharp bargain with a seller of goods for immediate supplies. Buyers must know more about fundamental economic trends than ever before, to decide whether to do hand-to-mouth buying or to stock up for future requirements.

You men in the canning business have a great opportunity for greater success by a more intensive study and knowledge of your markets, distributors, materials for canning, labels, specifications for the canned foods themselves to give greater opportunity, higher quality.

The time has come in our American commercial growth for the consumers' wants to be made the starting point in working back to the factory to determine what, how, how much and of what quality goods shall be produced. In the early pioneer American days as population moved westward, the coasts, especially New England, produced what was most convenient for them, then sent it West in packs on conestoga wagons, practically forcing the newly opened up territories to take it or leave it. That was very natural then because the pioneer wanted anything he could get and there was no time to find out what he preferred. Today the situation is reversed; the customer has the whip hand, and both producer and distributor must cater to his whims, must give him what he wants. The successful canner or other producer of the future must find out what the consumer wants by the development of research departments, to study, determine and predict customer desire-trends. This opens up an attractive field to associations such as yours, to carry on such research for your members. This should apply not only to consumer demand in this country, but also in foreign fields. The great success built up by German business men previous to the World War, in exploiting and developing foreign trade has been largely due to their willingness to find out what these foreign people want, and then furnishing goods to meet their national tastes. They have avoided the rigid producer viewpoint formerly held by American and English traders which said "This is what we sell at home, it is packed in cartons and boxes our people use, it is labeled correctly, its quality is right; I can't see any reason for your objecting to it or wanting something different."

More and more, American producers must depend on foreign trade as our country's development slows up and as our population becomes stabilized. The consuming capacity of the world has been scarcely scratched whereas America's future field of development is becoming more and more restricted.

One of the principal and probably the controlling cause of the present depression in this country is the world-wide unchecked political unrest, revolution and riot which has paralyzed the orderly processes of trade, and hence, consuming power of some six hundred million people in China, Russia, India and South America. Literally millions of Chinese are starving, with nothing to eat but roots, herbs, grass, while there is an unconsumed surplus sufficient to fill their needs, of wheat, corn, rye and meats in this country, available at prices below production cost.

This world-wide demoralization that is allowed to exist, is one of the fruits of the present day weak national policies of America and England catering to weak-kneed internationalism which allows bolsheviki, communistic doctrines to be propagated throughout the world, with resultant confusion and disorder.

Your industry is doing much to educate the consumer as to the merits of foods, and in building up consumer demand for a more generous use of sanitary, healthful foods. What is needed now is education in more efficient methods of preparing and serving foods. There are many kinds of canned foods equally as nourishing, palatable and healthful as are fresh foods, and during a large part of the year are available at much lower prices.

The chain store system of distribution is the first concerted effort at mass distribution comparable with the mass production so successfully employed for the past twenty-five years in America. A system of retail stores which buys goods directly from the producer and puts them in the hands of the consumer with but a single mark up in price, and but a single profit to the distributor, has performed a most valuable service to the public.

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING
improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

QUALITY SEED PEAS

Canners' Varieties Exclusively

Our unexcelled seed stocks and our vigilant supervision of their reproduction insures a superior canned product

GALLATIN VALLEY SEED COMPANY

BOZEMAN, MONTANA

Tuc HUSKER

Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

This system has made the one improvement in recent times in distribution by cutting out much of the waste in handling, so as to give the farmer or canner a higher price for his product and the consumer his purchases for a lower cost. It is immaterial what this system or institution may be called or how it may function, or whether it is a single store operated by a single individual, or a group of stores operated by a single individual, or a group of stores owned by individuals and cooperating with each other; this is the important feature, that it shall eliminate waste in distribution.

From the above I think it must be conceded that the prime duty of the retail store is to sell food of uniform quality at low prices. There may be and undoubtedly are other services which a retail store should give to its customers such as uniform quality of goods, cleanliness of store, courtesy, honesty of store personnel, convenience of location. There is also an obligation on the part of the retail store to treat well the community as the source of its patronage, to assume a proper share of responsibility as a business member of the community. But as important as these are, the first and vital function of the retailer is to put goods of good uniform quality in the hands of the consumer with the least waste and therefore at the lowest price.

Another matter of great interest to canners and distributors is the question of private versus nationally advertised brands. From your point of view, perhaps, there should be no private brands produced by the chains or independents, as an invasion of the manufacturing field. There is much to be said in favor of this, even from the chain store side of the question, for after all, the chains are, above all, distributors. There are, however, facts which seem to justify private brands, and some of these seem to fall at the door of the manufacturers themselves. A customer for an advertised brand becomes a price shopper, going where she can secure a penny lower price on her favorite article, on which you have built up the demand. This does not produce a permanent customer for the retail store, and on the contrary tends to detach one who might otherwise have a permanent allegiance. This successive price shaving by different stores on a given article inevitably destroys the item as a means of any profit from its sale, and ultimately forces the store to give up stocking it. In order to obviate this situation to some extent, would it not be well for manufacturers to discourage the sale of their products as loss-leaders. The distributor is entitled to a fair profit on all sales and if he cannot get it on advertised brands, he will inevitably turn to private brands, not through a desire to enter the manufacturing field, but from urgent necessity.

The chain stores do not wish to grind manufacturers' prices down to the vanishing point, but wish to cooperate with the manufacturers in every reasonable way to the end that they may make a fair profit on all items they manufacture. The Kroger company makes an especial point of limiting its dealings to those manufacturers who are making such a fair profit, in this way giving assurance that they will continue indefinitely in business, and be able for an indefinite period to furnish the advertised brands for which the consumer demand has been built up among the Kroger patrons.

The Kroger Company, moreover, does not in general manufacture its private brands, but buys them from the recognized canner or manufacturer, taking the surplus of their output and placing it under the private brand which has a mutual advantage, both as to the manufacturer and distributor. By this method the manufacturer can definitely rely on selling his full production output, and there is a correspondingly greater efficiency in this entire production problem. A prominent fruit packer sums it up this way, "When a business sells goods under its private brand the good will its sales create belongs to it. No house has ever been able to list as an asset on its balance sheet the good will its sales have created for brands that were owned by others."

Private brands are therefore, in certain cases, a necessary protection to the distributors. There is another important argument in favor of producing some private brands from the distributor's point of view. When a customer becomes sold on a private brand by its quality, uniformity and value, she from that time becomes a permanent buyer of that commodity, and will therefore become a permanent customer of the chain or independent who sells it. On the other hand, the advertising of nationally advertised brands builds no good will for the retailer that sells them, but on the contrary tends to seduce his patrons to other stores, which may deliberately shave their prices to get patrons in their store, and soak them on other more profitable items. In this matter of private versus advertised brands, the manufacturer has a great responsibility and a great opportunity. There is, and I think always will be, a prominent place in chain store merchandise for national brands but you cannot expect them to be stocked where conditions are such as to force their sale without profit or at a loss. On the other hand, the chain and cooperative chain will probably always find their best interest requires them to carry a few private brands to help them hold their customers permanently against the price shopping induced in the close buyer on staple articles and loss leaders in nationally advertised brands.

This should not worry canners for the business of chain stores is after all essentially one of mass distribution. They must give the public what they want, and must sell the articles for which there is a ready consumer demand. The interest of the public is after all the prime consideration, rather than the interest of the manufacturer or distributor. Their functions will be subject to constant adjustment and rearrangement.

The past twenty-five years has been one of mass production. The period now at hand points to mass distribution, as the next great advance in our economic system. The chain store has made the first great step in this direction by simplification and speeding up in methods of distribution. The result has been an increase in rate of turnover unknown under other systems. The wholesale turnover in dry goods has been found by the Harvard Business Bureau to be 3.4 times per year. The retail turnover 2.1 times or a total combined turnover in 281 days. The average department store turnover is 4.3 times per year or once in eighty-five days. On an inventory of $1,000,000.00 the saving due to the more rapid turnover is $65,000.00 per year. The same principle holds in the food field, indicating the large savings possible by the chain stores from this cause alone. On the basis of this efficient operation, the chain store operator builds a large business, covering thousands of retail units, and he naturally expects to get the lowest possible prices from manufacturers for their goods in accordance with the small cost of selling to chains

This opens up the highly controversial field of special concessions, rebates, advertising allowances, which will always be a no man's land over which the forces of both sides will fight back and forth. It is extremely doubtful if it is possible to draw up a code of procedure on this question that will be acceptable to both producer and distributor, or to the component elements of both sides. A spirit of mutual consideration will ameliorate, if it does not solve the problem. Here again the live and let live policy should be the goal, with the interest of the consuming public always in mind, so that inefficient, uneconomic methods be not perpetuated.

CANNING NEWS AND NOTES

Alaska Salmon Pack in States—Most of the salmon pack made in Alaska last season has been delivered to San Francisco or Seattle, and very little will be left in the Far North by the end of November. The steamer Tanana recently landed a shipment of 54,000 cases at Seattle, this being one of the largest of the year.

Declare Dividends—The board of directors of the Pacific American Fisheries, Seattle, has voted the regular quarterly dividend on the common stock, payable December 1. This concern is one of the largest of its kind in the world, and wise managemet permits the payment of dividends to stockholders when many other concerns are passing these.

Dead—F. J. Taylor, for many years with a food brokerage firm at Sacramento, Cal., but for the past four years with Sussman, Warner & Co., of San Francisco, as their Sacramento Valley representative, passed away recently.

Thanksgiving Party—A lively Thanksgiving party was enjoyed by employes of the California Packing Corporation at the Palace Hotel, San Francisco, on the evening of November 14, with about 200 in attendance. Bridge whist was one of the attractions, with turkeys offered as prizes.

Doing Fresh Salmon Business—The Columbia River Packers Association has brought canning operations to a close, but is engaging in the fresh salmon business on an enlarged scale, according to advices from Astoria. This year's canned output is ahead of that of last year, with the greatest gain in the better grades.

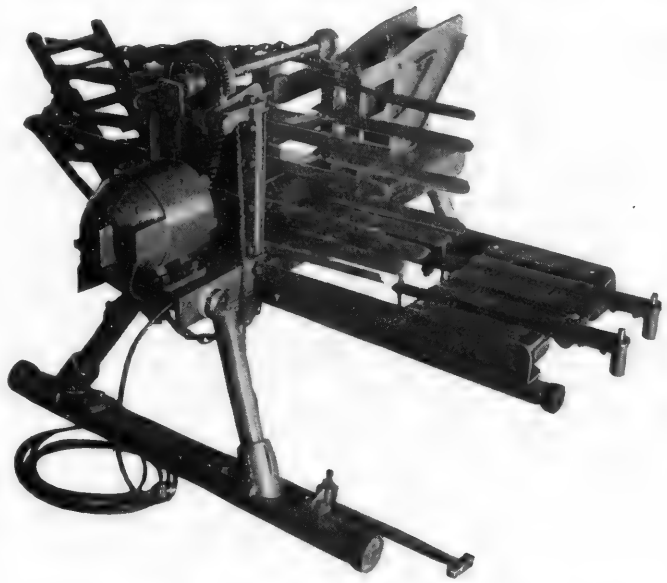
NOW IS THE TIME TO DECIDE WHAT *EQUIPMENT* CHANGES ARE TO BE MADE FOR 1931.

WHETHER REVISING YOUR PRESENT PLANT OR LAYING OUT THE ENTIRE PLANS FOR A NEW ONE, OUR ENGINEERING DEPARTMENT IS AT YOUR SERVICE. Send us your blueprints or a sketch of your present equipment and arrangement, advising what are your ideas, and we will make our recommendations that will give you an up-to-date plant. There will be no obligation whatsoever.

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

Users of Boxers Buy KYLERS Year After Year



Packers who once use **KYLER BOXING MACHINES** continue to purchase **"KYLERS"** year after year—because of the exceptional quality of these boxers. There is no question about **"KYLER"** performance. They stand up under all conditions. They represent the last word in boxer design and construction. Better boxers cannot be made at any price, and it is this outstanding factor that contributes to the fame and popularity of **"KYLERS."**

Westminster Machine Works, Westminster Md.

UNITED STATES IMPORT TRADE IN CANNED TOMATOES

Imports from Italy Show Substantial Decrease

By Clarence N. Birgfeld, Foodstuffs Division, U. S. Department of Agriculture.

IMPORTS of canned tomatoes into the United States during the first nine months of 1930, the latest period for which statistics are available at this writing, amounted to 33,703,142 pounds, valued at $1,594,-103, as compared with imports during the same period of 1929 of 88,670,993 pounds, valued at $4,994,589. This represents a decrease in quantity of 63 per cent from 1929 and a decrease of 25 per cent from the more normal year, 1928. Italy supplied 31,553,521 pounds, valued at $1,539,323 of the imports, during the first nine months of this year.

This substantial decrease is due rather to the lack of goods in Italy than to any effect of the new tariff. The greater part of the 1930 imports to date, slightly more than 30,000,000 pounds, was imported during the first six months, or, with the exception of 13 days, prior to the effective date of the Tariff Act of 1930. The large shipments which came into the United States during the latter months of 1929 reduced the supplies which might have been available for shipment in 1930. In a report dated August 25, 1930, prior to the beginning of the present packing season in Italy, Consul Sydney B. Bedecker, at Naples, stated that stocks of canned peeled tomatoes in that city were entirely exhausted.

Imports of tomato paste during the first nine months of this year amounted to 9,361,399 pounds, valued at $856,744, as compared with 6,629,049 pounds, valued at $900,578, in the same period of 1929. Practically all of these imports were from Italy, and, as in the case of peeled tomatoes, the greater part came in prior to the new tariff.

Sufficient time has not yet elapsed to have figures which would indicate whether the trend under the present tariff will be principally toward peeled tomato or tomato paste imports. Italian canned tomatoes and tomato paste are used interchangeably by the Italian population in this country. Imports of tomato products under the tariff act of 1913, under which canned tomatoes and tomato paste were subject to the same duty, consisted principally of tomato paste. This product, being more concentrated than canned tomatoes, and consequently higher priced, could more easily absorb the duty. Under the tariff act of 1922 canned tomato paste was given a higher duty than canned tomatoes, and as a result the trade shifted to the latter. Under the present tariff both products are again given the same rate of duty, although it is slightly higher than was that under the 1913 act.

Italian Production and Exports—The large increase in Italian production of canned tomatoes and tomato paste in 1929 is shown in the following tabulation. No estimates are available on the current pack in Italy. However, production of raw tomatoes in all of Italy this year is estimated by the trade at about 40 per cent of the 1929 production of 1,293,380 short tons, and about 65 per cent of normal. Production amounted to 605,440 short tons in 1928, 533,830 in 1927, and 541,530 in 1913. The crop in the Compania or Naples district is believed to be somewhat better than the average for Italy as a whole.

Italy's Production of Prepared Tomatoes

Year	Tomato Conserve		Peeled Tomatoes	
	Millions of Pounds	Value Thous. of Dollars	Millions of Pounds	Value Thous. of Dollars
1927	143.3	13,650	164.1	7,823
1928	156.3	18,535	143.8	7,508
1929	294.0	20,265	234.0	11.970

Italy's Exports of Tomato Products (1,000 Pounds)

	1927	1928	1929
United States	112,760	94,904	126,626
Great Britain	44,662	47,940	62,120
Argentina	15,570	22,642	19,298
France	7,602	7,588	12,526
Belgium	6,572	4,577	8,038
Germany	2,570	3,924	5,244
Switzerland	2,242	2,314	3,822
Other	20,862	20,524	25,816
Total	212,740	204,424	303,490
Comprising Peeled Tomatoes	124,338	132,264	204,490
Tomato Conserve	88,352	72,160	99,000

Some idea as to the competitive price factor of the imported with the domestic product may be obtained from the following quotations, c. i. f. New York for Italian tomato products, secured from the trade in Naples by the American consulate in that city. To these figures must be added the ad valorem duty of 50 per cent to obtain the duty paid price.

Quotations at Naples for Canned Tomatoes, c. i. f. New York

Product	Unit	Price Sept. 15, 1930	Price Oct. 15, 1930
Canned peeled tomatoes, case	24 tins of 2 lbs. 4 oz.	$2.20 to $2.36	$2.20 to $2.40
Canned Peeled Tomatoes, case	48 tins of 1 lb. 2 oz.	$2.72 to $2.88	$2.60 to $3.10
Tomato paste, case 200 cans	6½ oz.	$7.44 to $8.17	Average $8.00

The imports of canned tomatoes and tomato paste into the United States over a period of years are shown in the following table. There is noted a tendency toward the return of the tomato paste trade to its former volume after having fallen off considerably in 1928.

United States Imports of Canned Tomatoes and Canned Tomato Paste

Year	From Italy		From Other Countries		Total	
	Quantity Pounds	Value $	Quantity Pounds	Value $	Quantity Pounds	Value $
Canned Tomatoes						
1926	82,125,088	$4,073,264	167,452	$ 8,373	82,292,540	$4,081,873
1927	94,917,289	5,265,390	1,324,663	40,558	96,241,952	5,305,948
1928	91,240,967	5,164,819	991,124	43,653	92,732,091	5,198,472
1929	162,546,182	8,316,619	12,240,640	688,545	174,786,822	9,005,164
1st 9 months						
1930	31,563,531	1,539,323	1,139,611	54,780	32,703,142	1,594,103
Canned Tomato Paste						
1926	18,057,605	1,632,548	20,253	1,622	18,077,858	1,634,170
1927	14,337,047	1,487,068	16,552	1,681	14,353,599	1,488,749
1928	9,816,700	1,053,934	756	95	9,817,456	1,054,029
1929	13,846,675	1,611,144	10,637	1,161	13,857,362	1,612,305
1st 9 months						
1930	9,344,982	855,636	16,417	1,108	9,361,399	856,744

Consumption Trend Upward—The following table reveals that the equivalent of nearly 16,000,000 cases of 24 No. 3 tins of canned tomatoes went into consumption in the United States during 1929. The trend of per capita consumption has been definitely upward during the past decade, and in 1929 the equivalent of 3.1 No. 3 cans, or about 6.4 pounds of canned tomatoes, was consumed per person.

THE BOOK YOU NEED----

CANNERS—Because it is an authorative treatise on the canning of every known food product, from the growing, through the building of the factory, the formulae, the times of process, to the final accounting of the profits. With Food Law Regulations governing each item.

PRESERVERS, PICKLERS, CONDIMENT MAKERS—Because it gives the latest and most reliable formulae for all preserves, jams, jellies, pickles, sauces, condiments, mince-meats, fruit juices etc.

DISTRIBUTORS—You will find the information, covering the above subjects, so interesting and valuable that you would not part with the book at any price. An education in food production, and a help in case of food law questions.

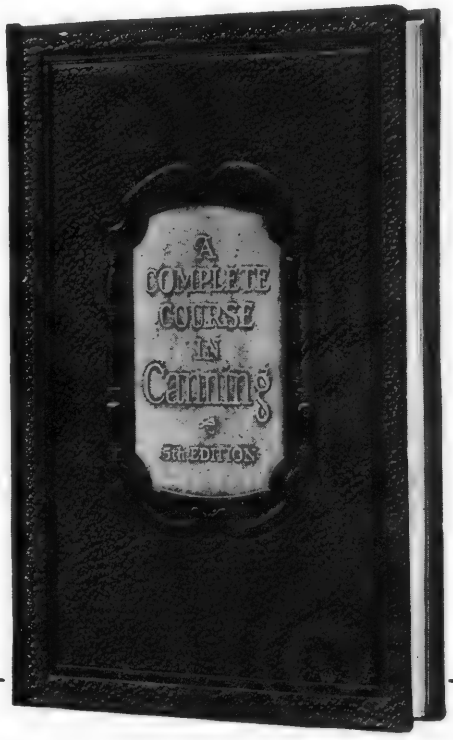
RETAILERS—Because you ought to understand the foods you hand over the counter, their process of production and the laws governing them.

DOMESTIC SCIENCE TEACHERS—Because it is a text book of higher education in food production of all kinds, in tin or glass. A history of food development, written as interestingly as a novel disclosing the truth about canned foods, their origin, development and production, such as is not obtainable elsewhere, and by an authority.

The Standard of The World

A Complete Course in Canning

Bound in Leatherette, Stamped in Gold
Size 6' x 9'
386 pages.



For Sale By All Supply Houses, Dealers, etc.

Price
$10.00
Postage Prepaid.

Published By
The Canning Trade
BALTIMORE, MD.

Publisher of the Industry's Literature

Apparent Consumption of Canned Tomatoes in the United States

(Figures in Cases of 24 No. 2 cans)

Year	Stocks at beginning of year	Production	Imports	Exports	Stocks at end of year	Apparent total Consumption	Apparent Per capita Consumption
							Number of cans
1918—1923, 6 year average	(1)	11,381,172	(2) 254,882	(3) 188,580	(1)	11,447,000	2.6
1924—1928, 5 year average	(1)	12,633,925	1,588,647	124,400	(1)	14,148,000	2.9
1929	5,638,137	14,145,301	3,427,192	91,649	7,213,056	15,906,000	3.1

(1) Not available.
(2) 1919-1923, 5 year average; quantity figures not available prior to 1919.
(3) 1922-1923, 2 year average; quantity figures not available prior to 1922.
Note:—The 1918-1923, 6 year average is used instead of a comparable 5 year average in order to account for war-time stocks released on the market in 1920.

WHICH CITY FOR 1932 CONVENTION?

THE Canning Machinery and Supplies Association has just sent to its members the following inquiry:

November 12, 1930.

Dear Member:

Shall we return to Chicago for the 1932 Convention?

The allotment of exhibition space and hotel rooms has been unusually difficult this year. The Exhibition Hall and Grand Ball Room haven't grown a bit, making it impossible to allot increased exhibition space. Your Association's quota of Hotel Rooms is entirely exhausted and requests still coming in. Of course, we will manage some way and everyone will make the best of it.

Your officers are now beginning to plan for the 1932 Convention. They want to know how you want them to vote when the Convention city is selected for 1932. Do you wish to return to Chicago? Tell us how you feel about it.

A postcard is enclosed for you to use in voting for the 1932 Convention City. Please fill it out and mail it today.

Very truly yours,

CANNING MACHINERY & SUPPLIES ASSN.
S. G. GORSLINE, Secretary-Treasurer.

This is of interest to every canner. What do YOU think?

Here is a letter received about the same time and, as it is pertinent to the discussion, we quote:

Philadelphia, November 19, 1930.

Editor, The Canning Trade,
Baltimore, Md.

Dear Sir:

Philadelphia's new Convention and Exhibition Hall which, we believe, is the finest in America, would be available for the convention and exhibition of the National Canners Association and its allied organizations, if Philadelphia should be selected as your 1932 meeting place.

This building has been pronounced by exhibition experts who have gone over the plans or looked over the building as offering every facility necessary for the proper accommodation of a large industrial exposition.

EXHIBITION FACILITIES

In the completed plant there will be available for exhibition purposes 230,369 sq. ft. of exhibition space in five connecting units, divided as follows:

Unit No. 1— 25,187 sq. ft.
Unit No. 2—113,082 sq. ft.
Unit No. 3— 9,600 sq. ft.
Unit No. 4— 46,000 sq. ft.
Unit No. 5— 36,500 sq. ft.

Each 10x10 booth will have connections for gas, compressed air, hot and cold water, sewerage, electricity, both alternating and direct current, single phase, two phase, three phase, 110-220 volts, Bell telephone. Live steam will be available at a considerable number of booths. The floor loading capacity on the ground floor will be practically unlimited. The floor loading capacity on the arena floor will take care of a loaded 15-ton truck in motion. A fully modernly-equipped kitchen and restaurant is provided.

MEETING ROOMS

In addition to the Auditorium, there are provided the following meeting rooms:

One room will seat 1,820 persons
One room will seat 1,250 persons
One room will seat 550 persons
One room will seat 300 persons
One room will seat 320 persons
Two rooms will seat each 250 persons
Six rooms will seat each 160 persons
Four rooms will seat each 100 persons
Six rooms will seat each 50 persons

A railroad siding runs into the building.

Restaurant facilities of the highest type are provided in the Convention Hall.

Philadelphia has ample hotel rooms for the accommodation of those attending your convention.

Since your meeting this year in Chicago, Ill., you will, no doubt, desire to have your meeting next year in the East, and we feel that no city you could select would prove as satisfactory to the members of your Association as would Philadelphia.

At your first opportunity I hope you can visit our new hall and examine the facilities we offer.

I assure you that the personnel and the facilities of the Convention Bureau of the Chamber will be placed at the disposal of your Officers and Local Committee members to cooperate with them in the effort to make your convention here a highly successful one, in the event that Philadelphia is selected.

We should be glad to have your views as to the advisability of meeting in Philadelphia in 1932.

Very truly yours,

PHILADELPHIA CHAMBER OF COMMERCE.
R. H. GADSDEN, President.

CANNED APPLE SAUCE KING IS DEAD

FRANK D. Visscher, head of the Lyndonville (N. Y.) Canning Co., died suddenly of a heart attack, at his home in that town, on November 18. Long connected with the canning industry, a native of Rome, N. Y., where canning is generic, Frank D. may be said to have sprung into fame and popularity through his mastery of the art of canning fine apple sauce. He was of a nature that made friends easily, and he had been elected to the New York State Canners Association as one of its directors, but his prominence came from his ability to do something which others had tried and had given up for one reason or another. He built an immense business of canned apple sauce, running to over 200,000 cases per year, and was hailed as king in that line, and he was.

Let coming generations of canners take him as a model. He knew applesauce rightly made and canned was a fine product and would become popular, and so he set himself to the task and conquered it. It will always be so with any meretorious product in cans.

The industry mourns for him.

PENNA. EXTENDS WARM INVITATION

PRESIDENT Charles G. Summers, Jr., and the officers of the Penna. Canners Association extend a hearty invitation to all canning machinery and supply men, brokers and to the canners bordering that great state to attend their annual convention at Hotel Yorktowne, in York, Pa., December 9th.

This is always a snappy afternoon businesslike meeting, followed by an enjoyable and tasty dinner in the evening, to which the Get Together Committee adds an entertainment of more than ordinary attractiveness. The latchstring is out to all, and you will be welcome.

Ideal Viner FEEDER with Distributor

PATENTED

PATENTED IN U. S. CANADA AND FRANCE

On Every Viner Is Economy

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamacheck Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

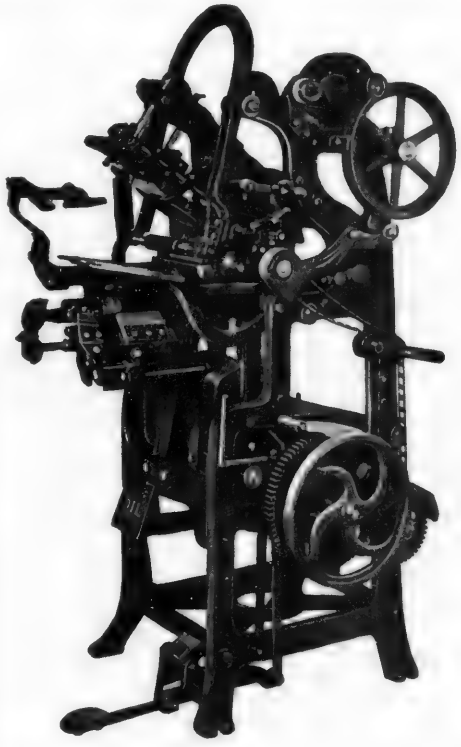
OVER 2000 IN USE

IDEAL Feeders have been greatly improved during the past two years.

FRANK HAMACHEK MACHINE CO.

Kewaunee, ESTABLISHED 1880 INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS



Labeling and Sauce - A 1

For years

ERMOLD LABELERS

have labeled A 1 sauce, internationally known for its excellence. Pick up a bottle anywhere - inspect the quality of the labeling finish. A Quality product should have a quality finish. Has yours?

Ermolds give the peak of operating efficiency at a surprisingly low cost of upkeep.

Edward Ermold Co.

Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort and Thirteenth Sts.

NEW YORK CITY, N. Y.

BRANCHES—And Agencies Throughout the World

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A SMALL canner in Maine writes:

"I remember reading in your articles about inexpensive ways of advertising one's pack, but I want an idea of some plan for advertising which will really help make my output better known, will not cost too much, and will also cause my distributors to feel I am co-operating with them as far as I can."

Today any distributor who receives any advertising help from a packer should, and does in the majority of cases, feel the canner is doing a lot.

Recently I have noticed wholesale grocers are displaying canners' and manufacturers' signs on their trucks.

Here is a method of advertising which has found favor in the eyes of the Government, and lately leading firms have contracted for extensive displays of the American Railway Express Company.

Don't you remember how these same trucks carried Liberty Loan and Red Cross posters during the World War?

Evidently the advertising thus carried must have paid in the opinion of many or it would not be sold today at a rate reported to be $3.00 a month per side per truck.

A canner does not need to spend as much money as this, as a rule.

When a wholesale grocer buys a new truck the paint job is usually finished according to the buyer's option.

The car must be painted any way, and at the expense of the purchaser, unless space for packers' and manufacturers' ads is sold on it.

Any item thought worthy of advertising by the wholesale grocer must be a profitable one to the distributor.

As such a share of the advertising cost or, in such an instance, part of the total painting cost should rightfully be borne by the truck owner.

The canner wishing to advertise his goods effectively in the market where a distributor is located should feel that the cost of painting the ad itself should be borne by him.

Both canner and distributor benefit by such an arrangement.

In other cases we find large distributors of canned foods who are fortunate in having large offices with hgh ceilings.

These offices are re-decorated quite often.

When you know or learn this is to be done, suggest that a painted sign advertising your goods would make a valuable addition to the decorative scheme.

Several usually join in paying for spaces around the room and the sign painter does each job as a part of the whole.

The work and space is paid for by those whose advertisements are displayed.

Here is advertising at point of purchase and good reminder advertising, too.

Ads shown on the sides of delivery trucks are moving advertisements and especially valuable, as they are bound to be seen by retail dealers as well as consumers while the trucks are making their rounds of deliveries.

Ads shown in offices of wholesale dealers serve the double purpose of reminding both the dealers who call at the salesroom or office and the salesmen of the distributor that your goods are good goods, well worth supportng.

Both means of advertising are inexpensive, lasting and economical. Both help the distributor keep down overhead and increase the sale of your goods at the same time.

Certainly, any wholesaler who asks and receives from a canner a fair remuneration for advertising space such as I have described can feel a canner is co-operating with him in a whole-hearted manner.

The canner in turn gets value received for money spent.

A salesmanager said to me the other day:

"In all of your articles you have never written anything about the retail clerk. Where do you think he stands in the scheme of distribution?"

The retail clerk stands at the door of distribution. Not the ornate outer door through which all goods must be passed before stocking in the retail store, but right at the inner door to the holy of holies—the home.

The buyer for a retail store may be ever so favorably disposed toward selling large quantities of your pack, but for some reason or other his clerks may be only luke-warm in their efforts to dispose of it.

Do you enjoy sales in that retail store commensurate with the high regard in which your goods are held by the owner?

You do not!

Does some competitor soon find he can get his goods stocked to the final exclusion of yours?

You bet he does!

Why? Because constant dripping wears away a stone, because the boss can't be everywhere at once, and because you can't be on the job to see your goods moved at the rate you fully expected when the sale was made in the first place.

Let any retail clerk feel that some other canned fruits are better than yours; let any store employee get the idea that a salesman of yours is "high hat," and soon the boss will be hearing a lot about how Mrs. Smith really insisted on her last visit to the store that an-

An Automatic Feed

can now be furnished with the MONITOR String Bean Cutter if so ordered.

The operator walks up and dumps his carry box into the new hopper and the machine does the rest. Saves an attendant at the machine. Or you can feed by elevator into the new hopper in which case you save the attendant and the labor of dumping the boxes.

This feature, added to the great capacity of the MONITOR Cutter, puts it beyond the reach of competition.

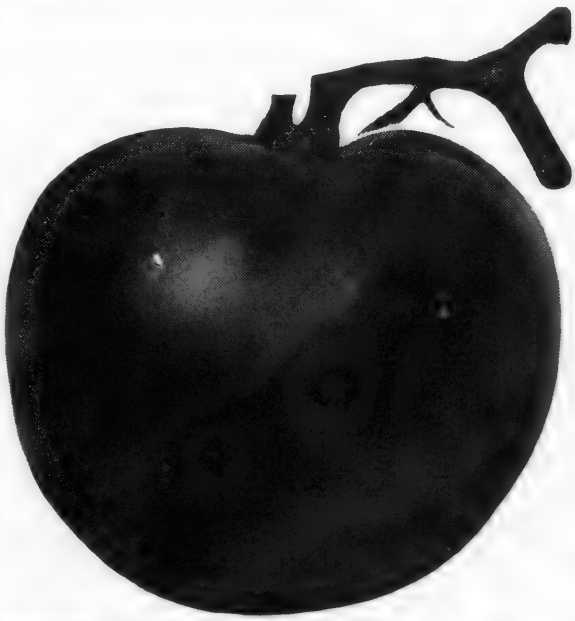
The machine will be shown at our Exhibit at the National Convention in Chicago. Call around and see it.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.
P. O. Drawer 25 BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah

Landreth's Certified Tomato Seeds



We wish to call your attention to our new crop of--

CERTIFIED TOMATO SEED grown by us under the supervision, and officially inspected by the Pennsylvania Department of Agriculture. We are privileged in being the first seed growers to offer seeds of Tomato, each package of which will be accompanied by a certificate from the Pennsylvania Department of Agriculture as respects excellency of stock, purity of type and freedom from disease. Our supply of course is not unlimited but we can offer until sold certified seed of---

Marglobe

undoubtedly the best of all recent introductions, similar to the Globe but larger; more productive, smooth and red. The perfect tomato for canning.

Bonny Best

Early, smooth, red and productive; a continuous bearer and excellent for canning

Greater Baltimore

A heavy fruit bearing variety; earlier and more productive than the Stone. Fruits large, solid, round, red and free from blemish. An ideal canning variety.

We are also the introducers of Landreth's Red Rock, The Bloomsdale, The Delaware Beauty The Landreth, and several other varieties. These varieties are unsurpassed.

FOUNDED 1784
146 YEARS IN BUSINESS

D. Landreth Seed Company BRISTOL, PENNSYLVANIA

other brand of canned foods was better than the one the store is handling. Let him hear enough of this and out goes your brand from stock and in comes the newcomer.

If you have salesmen calling on the retail trade, be sure they realize the importance of catering to the man behind the counter. A sales story well told to the clerk who is to sell the goods is valuable sales ammunition, well placed where it will do the most good.

Let your men spend their time in making friends with retail clerks whenever they can. It will be time well spent.

In the advertising you do, be sure and tell as much of a sales story as you can in the medium you use.

Tell a story of your product, mention high spots in its preparation for market or the home, or give important selling arguments for it on the backs of counter or window displays.

If you put out a cook book for distribution to the public, include in it all you can regarding your product that will help the clerk sell it.

If you have only a four-page leaflet to help you sell the consumer, tell all you can in it that will help the retail clerk.

If you have only a few leaflets telling anything about your goods and not enough for generous distribution to the public at large, put one in each case if you can.

Put one in each ten cases, anyway, and mark the envelope "For attenton of the one who is going to sell these goods."

All sales information you can get into the hands of retail clerks for their greater posting regarding your product will all help sell your output.

If you are able to gather groups of retail clerks for meetings at which the selling points and superiority of your products can be discussed, do it by all means.

Remember, the retail clerk stands next to the consumer; get him on your side, pushing your goods, and you have helped immensely toward increasing your sales.

CONSUMERS SHOW RENEWED INTEREST IN FOOD AND DRUG REGULATION

Says the U. S. Department of Agriculture.

AMERICANS are showing renewed interest in the Government's measures to assure an honest, pure and wholesome food and drug supply, says Walter G. Campbell, director of regulatory work, in his report of the activities of the Federal Food and Drug Administration for the fiscal year 1930, which Secretary of Agriculture Hyde made public today.

"In the years immediately preceding the passage of the food and drugs act," says Mr. Campbell, "the public showed great interest in accounts of those glaring abuses in the food and drug industries peculiar to that time. Those abuses emphasized the need for remedial legislation. Scandalous abuses, such as the sale of dead horses as beef, promptly detected and stamped out under the law, caught and held public interest. As the new law corrected these startling forms of adulteration and fraud, and as enforcement work became better organized and more routine in character, the activities of the food and drug officials received less general notice. The public began to accept as a matter of course the protection afforded by the law."

The year just passed has revealed public interest in the food and drugs act comparable to that in the more sensational "poison squad" days immediately following its passage.

"The people have again begun to demand evidence of how the law can afford them protection through continued operations to prevent infractions," Mr. Campbell says. "During 1930 the administration received many inquiries about the scope of its food and drug control work and the law's operations. It arranged to supply this information. The administration inaugurated a 'read-the-label' movement among the housewives of the country. A special feature of this movement is the current series of radio talks which instruct consumers how to read food and drug labels intelligently. The response has been gratifying and enthusiastic."

The Food and Drug Administration is a regulatory unit, operating both punitively and educationally, Mr. Campbell points out. Completed regulatory projects are rare, he says, because forms of violations, apparently checked, reappear recurrently and call for renewed regulatory activity. Statements of the number of samples collected, prosecutions undertaken and seizures made do not fully disclose actual progress.

Offenses under the law are of three classes. From the standpoint of the ultimate consumer the most important are offenses involving the public health, for example, foods containing added poisons and worthless medicines offered for serious disease conditions. As an illustration of such a offense, Mr. Campbell reports regulatory action on a number of fruit cakes made by a housewife in Virginia and distributed last Christmas time. Analysis revealed a content of arsenic which might easily prove fatal. Investigation pointed to carelessness in keeping a bag of arsenical spray material near the family flour supply and within reach of several small children. The cakes, with one exception, were sent to people near by. One cake was shipped to Canada, and that shipment brought the matter within the jurisdiction of the food and drugs act. Prompt action in collecting seven cakes before they had been cut prevented serious illess, probably death.

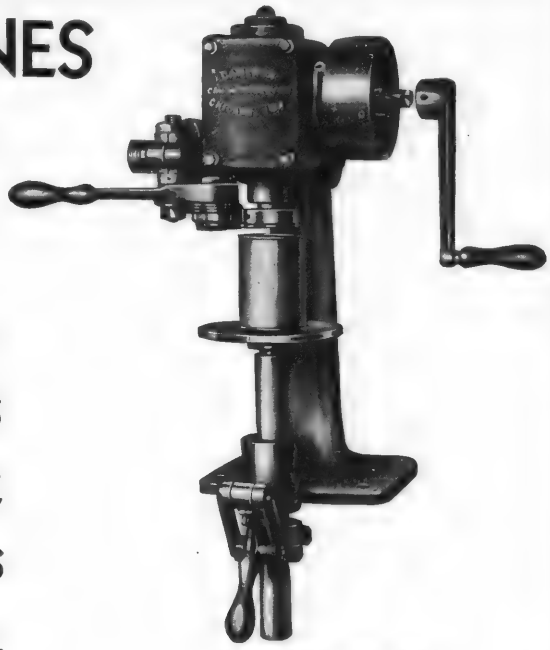
The administration investigated 16 outbreaks of alleged food poisoning during the year. Officials made laboratory examinations of 51 food samples, comprising 29 different foods suspected of being the cause of illness. In many instances the examinations proved that the food was not to blame. In five cases, however, laboratory examinations disclosed bacteria capable of causing food poisoning. Two of these cases involved sausage, one staple homemade and the other a commercial product contaminated and improperly handled in a retail establishment. Bakery cakes were found to contain toxic bacteria in two other instances. The fifth case was picnic sandwiches, contaminated in their preparation.

Mr. Campbell reports that no cases of botulism attributable to commercially packed foods occurred in the United States during the twelve-month period.

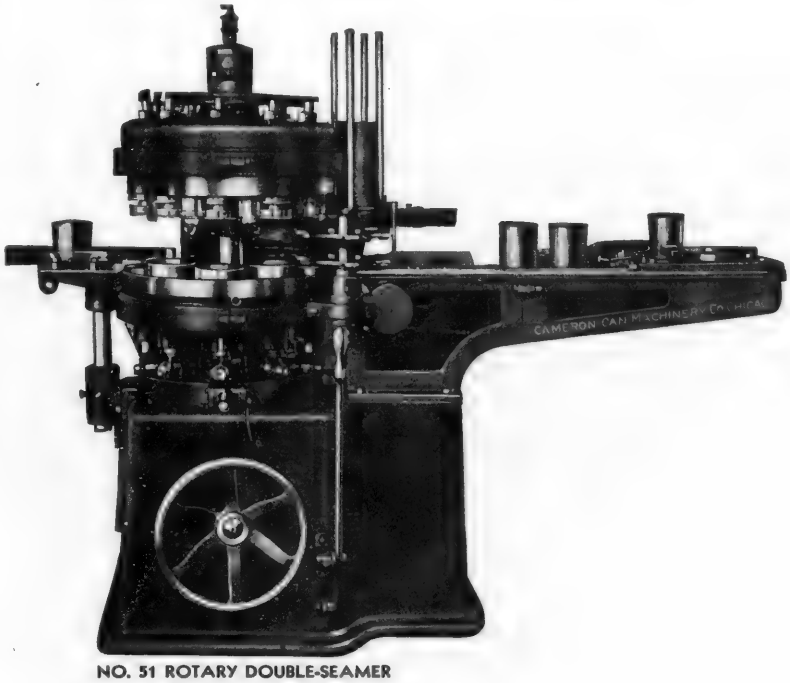
Offenses, such as the distribution of decomposed or filthy foods, compose the second most important class of violations under the law. Wormy figs, or figs improperly packed, constitute an example of such an offense. Beginning with 1927, the administration has sent a representative to California each year to examine hundreds of samples of figs, to devise means of detecting infestation, and to co-operate with packers, growers and official agencies in improving the quality of the product. The administration issued a pamphlet at the close of the year, and this was widely distrib-

CLOSING MACHINES REGARDLESS OF OUTPUT

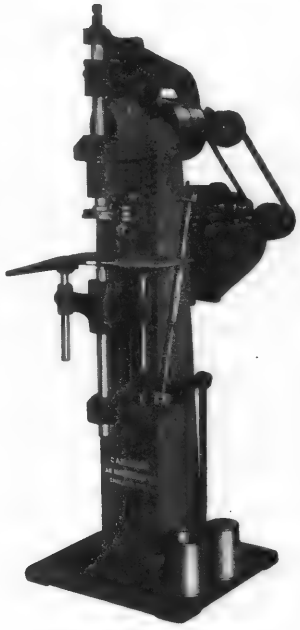
WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.



NO. 287 DOUBLE-SEAMER



NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

uted during the harvest season. This pamphlet gives reliable information in regard to fig testing and proper handling of the fruit during harvesting, storing and packing. Its recommendations have been generally adopted by the fig industry with a corresponding improvement in the quality of figs offered to the American consumer. Equally strict supervision of imported figs has been maintained, Mr. Campbell reports.

In the third category of offenses are cases of adulteration or misbranding of foods and drugs involving serious economic cheats detrimental to consumers and honest manufacturers. The administration considers frost-damaged fruit an example of such a cheat if that fruit is offered for sale. Practically every year the administration considers and acts upon the problem of interstate commerce in frost-damaged oranges and grapefruit, Mr. Campbell says. A destructive frost hit the citrus belt of the Rio Grande Valley, Texas, in December, 1929, and damaged about 25 per cent of the fruit on the trees. This was followed by a still heavier frost in January, 1930, doing even more serious damage. The administration's New Orleans Station, cooperating with agencies, sent an inspector to take charge of regulatory work under the pure food laws. He spent 16 days in the valley examining fruit, instructing co-operators, and conferring with growers and packers with a view to securing the voluntary culling and destruction of damaged fruit before shipment. The freeze covered an area of about 65 miles and affected approximately 1800 growers. The inspector and his assistants continued their work until the last car was loaded and offered for shipment. The unanimous and hearty co-operation of the growers with Federal and State officials in destroying damaged fruit was so effective, says Mr. Campbell, that numerous seizures of the frostbitten fruit were unnecessary.

The administration instituted, under the law, 63 prosecutions and 571 seizuhes, involving food products during the year, as well as 56 prosecutions and 52 seizures of stock feeds.

The administration made 249 seizures of falsely and fraudulently labeled proprietary medicines during the year, states Mr. Campbell. Of these, 135 were falsely labeled in such ways as to state or imply they were effective remedies for influenza. So-called rheumatism cures also ranked conspicuously among fraudulent medicinal products seized. Other seizures included stock remedies, blood tonics, kidney remedies and treatments for stomach and digestive troubles, venereal diseases and other ills. Mr. Campbell summarizes continued regulatory work directed against anesthetic ether. As an indication of the progressive improveemnt in the quality of anesthetic ether now marketed, he reports 470 cans examined in 1926, of which 162 were not of U. S. P. standard, as compared with 3,464 cans examined in 1929, of which only 329 were not of the standard prescribed by the U. S. Pharmacopoeia.

"The complicated nature of the problem in control erations encountered from year to year," he says, "frequently makes necessary extended research into the composition of certain foods and drugs. Elaborate analysis is often necessary to ascertain, for one thing, what changes foods and drugs undergo in the course of manufacture, storage and ageing. The most important research contribution by the administration's laboratories during the fiscal year was the extensive investigation into the pharmacology of ergot, carried to completion and published in a series of papers. A staff member of the administration, who made this contribution, received the Ebert prize, a gold medal presented each year by the American Pharmaceutical Association to the author of the best paper embracing experimental investigation on any phase of the science of pharmacy."

The administration recommended to manufacturers improved methods of packaging and storing fluid extract of ergot, which will minimize deterioration and will largely prevent the unwitting sale by retail druggists of an ergot of lowered potency. It has been shown conclusively, says Mr. Campbell, that the practice of shipping fluid extract of ergot of standard strength in large containers, to be dispensed by the retailer in small portions from a stock bottle, is unsound and leads to marked deterioration of the drug. Such partially filled containers are no longer subject to the jurisdiction of the food and drugs act, but their medicinal effectiveness is almost certain to be decreased materially by that practice. Manufacturers are already acting upon the recommendation of the administration, and are packaging interstate consignments of fluid extract of ergot of standard quality in one-ounce containers, instead of in the materially larger packages heretofore distributed.

Mr. Campbell summarizes regulatory action under other acts enforced by the administration as follows:

One thousand, six hundred and sixteen insecticide and fungicide products were examined during the year. The administration reviewed labels and reported on 664 samples of products offered for sale for use on livestock.

The fiscal year ended June 30, 1930, marked the second year of enforcement of the Federal import milk act, and, says Mr. Campbell, has effected an improvement in the quality of imported milk and cream. These imported milk commodities are now equal to the high quality products produced in this country, he says.

The administration classified and graded approxipounds of tea during the year, and rejected slightly more than 207,000 pounds for quality, and only 360 pounds for purity.

The administratio nclassified and graded approximately 197,000 barrels of rosin and issued 686 United States rosin classification grade certificates.

This is the third annual report by the administration which on July 1, 1927, took over the regulatory activities of the Bureau of Chemistry of the department. The administration is now charged with the enforcement of the foods and drugs act, the import milk act, the tea act, the insecticide act, the caustic poison act and the naval stores act.

AMSCAN

CERTIFIED

SEALING FLUID

"The Golden Band"

Insist on AMSCAN—the perfect Sealing Compound—and be safe.

THE MAX AMS MACHINE CO., NEW YORK

FOOD AND KINDRED PRODUCTS EXCEED $11,000,000,000 IN VALUE

WITH a total value of more than $11,000,000,000 a year, food and kindred products outrank all other similarly classified manufactured commodities in the United States.

For Census of Manufactures purposes, the food and kindred products groups of industries embraces the manufacture of foods, of beverages and certain related products, including prepared feeds for animals and fowls, as well as ice and chewing gum.

This group is comprised of two sub-groups. The first embraces establishments engaged in the production of butter, condensed milk, meats and other animal products. The second is made up of establishments whose principal products are derived from vegetable and mineral sources; for example, bread and other bakery products, flour and other grain mill products, feeds, confectionery, sugar, canned and preserved fruits and vegetables, beverages and manufactured ice.

The number of establishments, wages paid and value of commodities produced in 1927 by each of the various types of establishments, are shown in the following table:

Industry	No. of establishments*	Wages	Value of Products
Animal Products—			
Butter, cheese and condensed and evaporated milk	6,721	$39,620,000	$1,057,545,000
Fish canning and preserving	337	8,106,000	65,082,000
Ice cream	2,961	33,108,000	301,645,000
Sausage, meat puddings, head cheese, etc., including casings	506	7,464,000	81,548,000
Slaughtering and meat packing, wholesale	1,250	161,584,000	3,057,216,000
Vegetable Products and Beverages—			
Beverages	4,769	36,101,000	242,694,000
Bread and other bakery products	18,129	236,226,000	1,394,700,000
Canning and preserving: fruits and vegetables	2,436	62,310,000	572,345,000
Cereal preparations	77	8,417,000	155,563,000
Chewing gum	40	2,727,000	62,001,000
Chocolate and cocoa	69	7,339,000	122,723,000
Coffee and spice	784	9,537,000	384,281,000
Confectionery	1,908	56,981,000	391,927,000
Corn sirup, corn oil and starch	26	10,490,000	134,461,000
Feeds for animals and fowls	447	9,703,000	299,793,000
Flavoring extracts and flavoring sirups	500	7,134,000	107,219,000
Flour and other grain-mill products	4,035	37,559,000	1,148,760,000
Food preparations, not elsewhere classified	674	11,387,000	166,965,000
Ice, manufactured	3,159	32,611,000	184,795,000
Lard substitutes and vegetable cooking oils	33	2,624,000	148,468,000
Macaroni, spaghetti, etc	353	5,071,000	45,353,000
Malt	23	904,000	20,274,000
Oleomargarine and other vegetable butter substitutes	36	2,258,000	39,282,000
Peanuts: Grading, roasting, cleaning and shelling	69	978,000	20,624,000
Peanuts, walnuts and other nuts, processed	144	3,287,000	55,950,000
Rice cleaning and polishing	60	1,546,000	54,130,000
Sugar, beet	79	9,710,000	104,927,000
Sugar, cane, not including products of refineries	53	639,000	8,009,000
Sugar refining, cane	21	17,707,000	597,446,000
Vinegar and cider	158	1,236,000	10,755,000

*The number includes only establishments engaged primarily in the manufacture of the products covered by the industry title.

The foregoing figures were taken from the biennial Census of Manufactures Report for 1927. This book which contains detailed and comparable figures on all food products and other industries, can be obtained from the Superintendent of Documents, Washington, D. C., for $2.25.

J. Harry Cain
Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

NOTICE!
The 1931 TOWNSEND String Bean Cutter is a better value than ever before, because of certain improvements which we shall be glad to explain upon request. If you are thinking of String Bean Cutting equipment, it will pay you well to find out about this offering, NOW, while the maximum discount is available.
BURTON, COOK & CO., INC.,
ROME, N. Y.

The National Color Printing Company, Inc.
LABELS
916-924 E. MONUMENT STREET BALTIMORE, MD.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

Wanted—Machinery

WANTED—Immediate delivery, 2 Ayars Double Rotary Fillers, 1 Monitor Tomato Scalder, 1 Steam Hoist, 1 Link Belt Peeling Table, and other equipment for a tomato plant of 2000 cases capacity per day. State condition of each machine and lowest cash price for prompt acceptance.
Address Box A-1772 care of The Canning Trade.

WANTED – Sterling or Anderson Power Dice and Cube Cutter. State condition and price.
Address Box A-1777 care of The Canning Trade.

FOR SALE – Two 40 x 72 Closed Retorts used one season, A. K Robins make. One Monitor No. 2 Beon Cutter in good condition, bargain for quick sale.
Address Box 185, Siloam Springs, Ark.

For Sale—Miscellaneous

FOR SALE—Several cars of strictly whole Tomato Pulp in five gallon cans, good color and fine flavor.
W. L. Jones Food Co., Pemberville, Ohio.

For Sale—Factories

FOR SALE—Large Corn and Pea Plant; 3 story warehouse and factory with railway siding. 4 acres of land; Maryland fertile farming section.
Address Box A-1782 care of The Canning Trade.

Situations Wanted

POSITION WANTED—By Pork and Bean or Catsup Packer; can install machinery for same. I have an up-to-date recipe for both Bean Sauce and Catsup.
Address Box B-1770 care of The Canning Trade.

POSITION WANTED—Manager or General Manager over chain of factories. Seventeen years experience in packing canned foods; can take charge, also install machinery. Understand canning green beans, tomatoes, sweet potatoes, pumpkin, puree, spinach, turnip and mustard greens. Experienced in buying cans and boxes, also selling goods as futures or spots. Understand warehousing; know how and what shape cans should be labeled. Familiar with Knapp Labelling machines and Panama Closing machines; know the proper seams on cans and change parts and the proper process of each item canned. I am ready to figure with any reliable canning company. Can furnish references. Might consider some stock in new company.
Address Lock Box 102, Clever, Mo.

POSITION WANTED—In a canning factory as Superintendent or Assistant Superintendent, packing fruits and vegetables. Can build plant and install machinery.
Address Box B-1773 care of The Canning Trade.

POSITION WANTED—As Manager or Assistant Manager in canning factory packing vegetable crops. College graduate with several years experience as agricultural advisor to growers of canning crop. Can breed, improve and maintain choice stocks of canning crop seeds. Experience in managing canning factory help. Capable and reliable; best reference.
Address Box B-1778 care of The Canning Trade.

POSITION WANTED—By German, young man, high class expert in making Jams, Preserves, Jellies, Marmalade and Syrups. 12 years experience.
Address Box B-1779 care of The Canning Trade.

POSITION WANTED—Interested in operating sweet corn factory of around 1000 arces. Also knowledge of tomatoes, pumpkin and string beans. Will contract or grow acreage; will start new factory or operate established one; will act as field man for canning concern or can company. All replies confidential.
Address Box B-1783 care of The Canning Trade.

Help Wanted

WANTED Salesman or Sales Manager experienced in selling canned foods to the trade East of the Mississippi River. State age and salary wanted.
Address Box B-1781 care of The Canning Trade.

WANTED—Estimating Clerk, familiar with tin can making. State age, experience and salary required.
General Superintendent, Wilkes-Barre Can Co.,
Wilkes-Barre, Pa.

STRASBURGER & SIEGEL

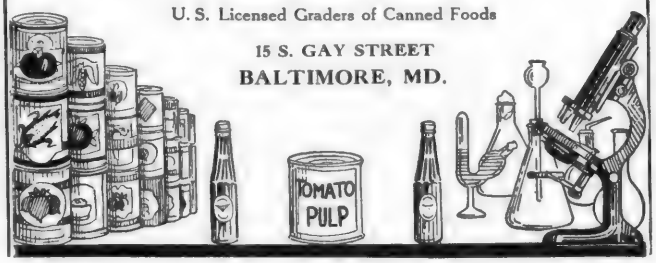
Consultants to the Canning Industry

CHEMISTS, BACTERIOLOGISTS

Spoilage Investigations

U. S. Licensed Graders of Canned Foods

15 S. GAY STREET
BALTIMORE, MD.



WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

—Since 1913— Reference: National Bank of Baltimore

CANNED FOODS BROKERS COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street :-: Baltimore, Md.

CANNERS SEED PEAS

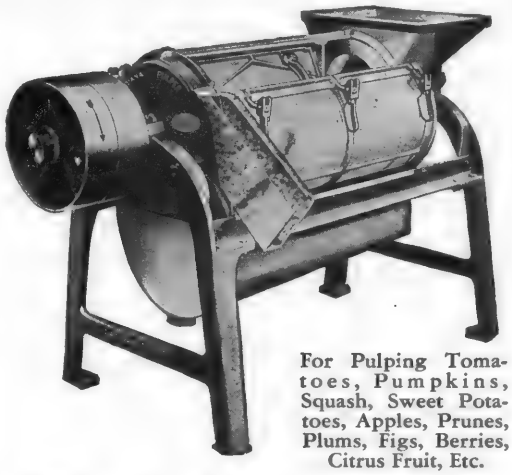
Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.

Moscow, Idaho



For Pulping Tomatoes, Pumpkins, Squash, Sweet Potatoes, Apples, Prunes, Plums, Figs, Berries, Citrus Fruit, Etc.

The Indiana Pulper

THE outstanding pulping machine of the canning industry—tremendous capacity—minimum waste—maximum yield—greatest investment return.

An operating capacity of 500 bushels of tomatoes or other products of a light, watery texture, is not unusual with this Pulper. In fact it handles the product more rapidly than it can possibly be fed to it so that its capacity is almost unlimited and immeasurable.

The Indiana is so thorough in its action that all material worth saving is saved and the pomace discharged thoroughly dry. The machine is readily adjustable so that when material of poor grade is being run, the desired quality in the finished product may be maintained.

Only the best of workmanship and material go into the construction of Indiana Pulpers. It is highly essential that a Pulper be easy to keep clean and sweet to avoid a high mold count and spoilage trouble. The Indiana is so designed that the screen and frame can be quickly removed for thorough cleaning throughout.

Standard machines have all contact parts of bronze except shaft which is steel, and hopper, under-pan, hood and screens of copper. Monel metal throughout or other metals readily available if desired.

Let us send you complete information on the sturdy Indiana Pulper as well as other Langsenkamp equipment in which you may be interested. Just clip, fill in and mail the coupon below to

Sprague-Sells Corporation

Division of
Food Machinery Corporation
308 West Washington Street Chicago, Ill.

EXCLUSIVE AGENTS EXCEPT IN INDIANA FOR:

F. H. LANGSENKAMP COMPANY

Sprague-Sells Corporation
308 West Washington Street
Chicago, Illinois

You may send us complete information on the following Langsenkamp equipment:

☐ Indiana Pulper ☐ Improved Brush Finisher
☐ Indiana Chili Sauce Machine ☐ Indiana Colossal Finisher
☐ Indiana Paddle Finisher ☐ Kook-More Koils and Tanks
☐ Langsenkamp Copper Kettles, size.....gal.

Name.....

Address.....

Knapp

LABELING MACHINES
non-adjustable or adjustable

CASE PACKERS
for all standard size cans and arrangements of cans in case

CAN LINE DIVIDERS
CAN BOOSTERS
CASE SEALERS

Let KNAPP engineers assist in modernizing your warehousing system

The FRED H. KNAPP CORPORATION
GENERAL OFFICE AND FACTORY
RIDGEWOOD, NEW JERSEY

Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.85 per M.
No. 2 size	20.67 per M.
No. 2½ size	26.06 per M.
No. 3 size	28.14 per M.
No. 10 size	62.21 per M.

AMERICAN CAN COMPANY
CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND DISPLAY FIXTURES
CANCO

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

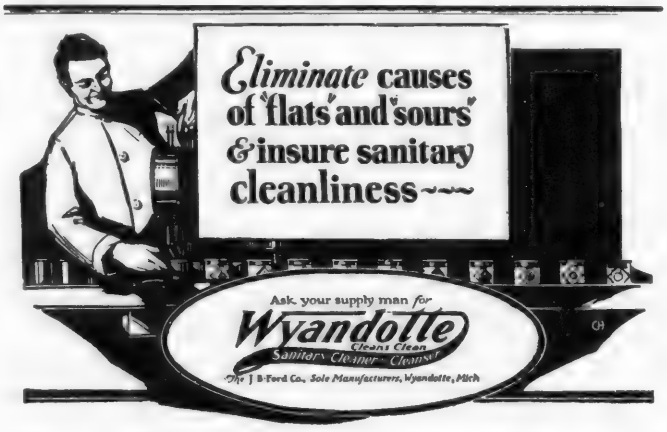
Canners Exchange Subscribers
at
Warner Inter-Insurance Bureau

* * *

Fire Insurance for the Canning Industry at an average of 60c. below the usual rates.

* * *

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois


Eliminate causes of "flats" and "sours" & insure sanitary cleanliness
Ask your supply man for
Wyandotte
Cleans Clean
Sanitary Cleaner - Cleanser
The J. B. Ford Co., Sole Manufacturers, Wyandotte, Mich

SHOULD BE
In Every Cannery Office
"A Complete Course in Canning"
As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.50
Peeled, No. 2½	.....	5.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.85
Tips, White, Mammoth, No. 1 sq.	.....	1.00
Small, No. 1 sq.	.....	1.00
Green Mammoth, No. 1 sq.	3.40	1.40
Small, No. 1 sq.	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz.	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.90	.85
Standard Cut Green, No. 10	4.50	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.10	1.00
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	2.15	.....
No. 10	11.25	.....
No. 2, Medium Green	1.65	.....
No. 10	9.25	.....
No. 2, Green and White	1.15	1.35
No. 10	7.25	.....
No. 2, Fresh White	1.15	.....
No. 10	6.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 2	1.50	.....
Cut, No. 2	1.00	1.20
Cut, No. 10	3.75	.....
Whole, No. 10	4.25	5.00
Diced, No. 10	4.25	.....
CARROTS‡		
Standard Sliced, No. 2	.90	1.05
Sliced, No. 10	4.00	5.00
Standard Diced, No. 2	.90	.....
Diced, No. 10	4.00	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.15
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.15	.....
Extra Standard, No. 2	1.40	.....
Standard, No. 2	1.30	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.10	.....
Standard, No. 2	.90	.....
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.90	.....
No. 10	4.25	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 2 Fancy Alaskas, 2s	.....	1.65
No. 3 Fancy Alaskas, 2s	.....	1.40
No. 3 Fancy Sweets, 2s	.....	1.50
No. 4 Fancy Sweets, 2s	.....	1.25
No. 5 Fancy Sweets, 2s	.....	1.15
No. 3 Std. Alaskas, 2s	1.10	1.02½
No. 4 Std. Alaskas, 2s	1.05	.95
No. 5 Std. Sweets, 2s	.....	.95
No. 3 Std. Alaskas, 10s	5.75	5.75
No. 4 Std. Alaskas, 10s	5.50	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	.90	.90
No. 10	3.00	2.75

CANNED VEGETABLES—Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	.90	.90
No. 2½	.95	1.00
No. 3	1.05	1.05
No. 10	3.25	3.50
SPINACH‡		
Standard, No. 2	.95	.90
No. 2½	1.35	.....
No. 3	.....	.....
No. 10	4.50	.....
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.40	.....
(Triple) No. 2 (with tomatoes)	1.35	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.90	.....
No. 2½	1.05	†1.10
No. 3	1.10	†1.15
No. 10	3.50	†3.75
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. County	.....	.....
No. 2	1.00	.....
F. O. B. County	.90	.....
No. 3	1.50	.....
F. O. B. County	1.45	.....
No. 10	5.00	.....
F. O. B. County	4.75	.....
Standard, No. 1	.45	.....
F. O. B. County	.42½	.....
No. 2	.70	.70
F. O. B. County	.67½	.70
No. 3	1.20	.....
F. O. B. County	1.10	1.12½
No. 10	3.35	.....
F. O. B. County	3.25	3.30
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.50	.40
No. 10, Whole Stock	4.00	3.75
Standard, No. 1 Trimmings	.45	.....
No. 10 Trimmings	3.75	.....

Canned Fruits

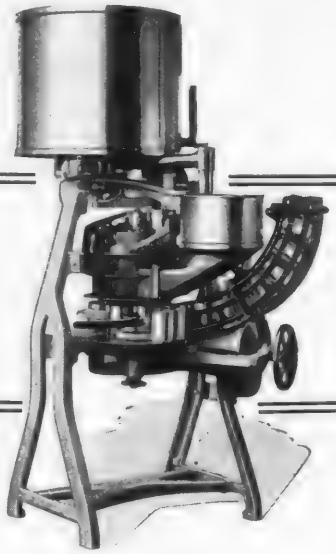
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.25	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.90
Choice, No. 2½	2.25	2.25
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.00
No. 10	9.00	9.25
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.75	.....
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.60	1.90
Choice, No. 2½, Y. C.	1.80	2.00
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 2	.....	.....
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 10	5.00	5.25

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	1.25	.....
Extra Standards, No. 2, in Syrup	1.10	.....
No. 3	1.60	.....
California Bartletts, Standard 2½	2.40	2.15
Choice	3.50	2.50
Fancy	.....	2.75
Standard, No. 10	.....	.....
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.50	2.50
Sliced Standard, No. 2½	2.35	2.30
Sliced Extra, No. 2	.....	2.40
Sliced Standard, No. 2	.....	2.10
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.25
No. 10s	14.75	.....

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.25	1.50
17 oz.	1.25	1.50
19 oz.	1.35	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.85
¼-lb. cases, 4 doz.	.....	2.00
OYSTERS*		
Standards, 4 oz.	1.20	.....
5 oz.	1.30	1.25
8 oz.	2.40	.....
10 oz.	2.60	2.50
Selects, 6 oz.	2.25	.....
SALMON*		
Red Alaska, Tall, No. 1	.....	3.20
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.10	1.15
Columbia Flat, No. 1	.....	4.75
Flat, No ½	.....	2.60
Chums, Tall	1.00	.98½
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.75
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.15
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.15
¼ Oil, Carton	.....	†4.25
¾ Mustard, Keyless	.....	†2.85
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ¼s	.....	.....
White, ½s	14.00	9.00
White, 1s	.....	13.50
Blue Fin, ½s	.....	7.25
Blue Fin, 1s	.....	13.25
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.25
Yellow, 1s	.....	13.50



SPEED

Hansen HIGH SPEED Corn and Liquid Fillers have been operated by five canning companies for two years at speeds from 195 to 250 cans per minute.

It takes "speedy" machinery these days to keep the production costs down, especially when filling small sized cans.

Hansen Sanitary Corn and Liquid Fillers have filling capacity upwards to 200 cans per minute. These Hansen Fillers have so few parts and are so well balanced that apparently they idle along at highest speeds, filling each can accurately and all cans uniformly.

There is no wasting of corn by Hansen Fillers. Their construction is such that they cannot leak. In absence of cans the Filler automatically stops, thereby preventing spill.

A positive can feed and smooth can delivery are necessary when operating at high speeds. All Hansen Fillers are equipped with the famous Hansen can-feed worm and the discharge discs are worm-gear driven. What could be smoother?

Hansen Sanitary Corn and Liquid Fillers are ideal for filling Corn, Soups, Applesauce, and many other products. The Filler for minimum sized cans is adaptable for filling all sizes from number fifty-fives to number threes inclusive. Another Filler is built especially for number ten cans.

Illustration of Filler Completely Taken Apart for Cleaning

MASTER-BUILT TRADE HANSEN MARK MACHINERY

HANSEN CANNING MACHINERY CORPORATION

CEDARBURG, WISCONSIN

Manufacturers of

Hansen Sanitary Conveyor Boot
Hansen Quality Pea Grader
Hansen Four Roll Beet Topper
Hansen Sanitary Gallon Filler

Hansen Whole Grain Corn Cutter
Hansen Automatic Tomato Filler
Hansen Chili Con Carne Filler

Hansen Corn Cooker Filler
Hansen Pea and Bean Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Kraut Filler

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, DECEMBER 1, 1930

WEEKLY REVIEW

Louisville Survey Not a Fair View of Canned Foods—Consumption at High Point—Heavy Buying Must Follow—An Opportunity All in the Canners' Hands.

UNFAIR TO CANNED FOODS—According to the now-famous Louisville survey of the retail grocery business, canned foods constitute but 3.8 per cent of the retailer's business, and yield him a very much smaller profit than do fresh fruits and vegetables. With all respect for our expert statisticians, we refuse to accept the verdict as applied to the general distribution and sale, and the profit, of canned foods in all sections. We will not question its accuracy as regards the stores used as samples in the City of Louisville. If you consider this city as a Northern one, you will have to concede that it is the nearest to the great Southern acres of winter-grown vegetables, having, therefore, always at hand a constant supply of all sorts of vegetables and fruits, all during the year, at smallest cost, because of shorter hauls from growing districts. It therefore possibly is our poorest canned foods consuming city. But, despite that, to show that the profits on canned foods are lower than on fresh fruits and vegetables, month in and month out, in face of the constant loss by spoilage as against no loss from spoilage whatever in the canned article, and considering the proximity of these fresh supplies to their market stalls and hucksters and the consequent low prices likely, is all out of line. It just can't be done. There is something wrong somewhere. We will lay our wager that the retailers recoupe their loss from fresh fruits and vegetables by their sales of the canned articles, as they do in every other section of the country. Canned foods are the most constant profit-makers in the food distributor's list, whether wholesale or retail, and we make the assertion, without fear of successful contradiction, if the proper weight be given to canned foods in the assignment of overhead costs. The retailer who buys a dozen cans of any product, sells a dozen cans, and rarely if ever without a profit over the buying price, and too often at abnormal profit, as compared with the perishable products he is obliged to handle. And these perishable products do not include only fresh fruits and vegetables, but a whole array of other items, such as salt, sugar, spices, glass-packed goods and what not. Time and carelessness take their toll of all these things, but not of canned foods. Figure again, gentlemen, for you have been unfair to canned foods.

Isn't that a market consideration? You bet it is.

And here is another important consideration, in view of the coming year's business. Right now every wide-awake retailer is pushing bargains in canned foods, due to the very low prices at which these goods are selling. And their efforts are meeting with instant success. The people are taking canned foods as never before; in steady streams and in huge quantities, until the distributors admit that their supplies are working down to the vanishing point. The canned foods—the bargains—are cheap and they are good, and the consumers are coming back for more, and consumption is being boosted in a tremendous manner. This ground will never again be lost, if the canners take care of it. All they need do is to give these good consumers a satisfactory can of food and the procession will continue on for years to come, even when that new and wondrous era of prosperity, the like of which as never before been seen, sets in as the business prophets promise us. They may have taken the goods because the price was cheap, but they have come to learn that even at higher prices they would still be cheaper, and better, than what they used to use. This year's increase in the consumption of canned foods will astound the oldest student of canned foods distribution. You will recall that in one year—from 1928 to 1929—we packed and distributed one billion more cans of food products than the year before. increasing the packs from five billions to six billions. This year's increase will probably exceed that record.

All sorts of canned foods are being "slaugthered" out by all manner of retail distributors, to say nothing of hotels and restaurants, in all sections of the country;

but the canner does not realize this fact, because the goods are being taken from him in such small units. Like the story of Pharaoh and the locusts (one locust came and carried away one grain of corn; and another locust came and carried away another grain of corn, etc., etc.), that the canner sees his supplies vanishing without any apparent demand. That is exactly the condition of the market today.

Here, in the face of the Christmas demand for other goods, canned foods are being included in the retailers' daily orders, because their stocks are depleted. In years gone by canned foods used to be entirely neglected from now until the beginning of the new year. The wholesalers are moving them steadily every day and feel that there is going to be a tremendous movement of them right after the turn of the year. And there will have to be, because their stocks are cleaned out. They say they will show the lightest inventory of canned foods ever shown. That is the same as saying that they will buy heavily in the early months of the year.

In face of such consuming conditions, it is little short of a crime that canned foods should be selling at or about cost, when they are not actually below cost. But if the canners wait for that old-time buying in real wholesale lots before putting their prices up where they should be, they will be cleaned out of goods, and have no goods to advance the prices on. They must awake to the new manner of buying, and meet it by advancing their prices now, and sticking to them. Where can the distributors get goods any cheaper, if the canners will only hold for their prices? And the distributors will not object to profit-showing prices; they know the goods are worth it. But they will not pay more than they are asked, and they would be fools if they did. You must ask the price and the opportunity is now golden. Right in your hands. If you do not do it, then stop kicking about the lack of profit in the canned foods business. The whole thing is in your hands.

We offer you this consideration as of more value than a review of prices covering the past week. Nothing of moment has happened, either in price changes or otherwise, but if you can take the game in hand, as you now have the chance, you will profit, and at the same time build a solid foundation for next year's business. The amounts of goods still held by canners are all below last year's, and therefore warrant higher prices, and what is more, this increased consumption makes certain an entire clean-up of all stocks long before next packing season. Moderate supplies, heavy consumption—and below-cost prices!! It is all out of line—and it is the canners' own fault.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Market in Its Usual Sluggish Condition, Due to Being an Off-Season—Heavy Buying by Chain Interests Where Canners Have Offered Genuine Bargains—Tomatoes Inactive, with Few Offerings.

New York, November 27, 1930.

THE MARKET—The market here in New York is in its usual sluggish condition, due to this being the off-season for movements of canned foods. With small demand existing for any of the items, canners who try and force the market are going to suffer financially from their ill-advised eagerness. However, there is a steadier undertone developing in the price structure of the market, and it is expected that this will grow stronger as the season for increased activity in Hudson street draws nearer. In spite of the many offerings at "bargain" prices, buyers are not showing much interest in the market. They have found out that quite a lot of the stuff being offered below the prevailing market level is off-grade. Of course, there are still a few distress offerings noted, but these are quickly cleaned up in most cases. Heavy buying by chain store interests in cases where canners have offered genuine bargains has tended to clear up the weak spots that usually develop in the market this time of year. Small stocks on hand, the result of the hand-to-mouth buying policy prevalent here in the post two months, will compel the buyers to come into the market soon. One thing that must be stressed is that canners carefully consider any reports of radical drops in the market, as many of these so-called bargain offerings are of inferior grade. But news of the low offering price spreads, and sometimes a canner is scared into selling at a severe loss. Without a single doubt, any packer who has a pack of good quality goods stored is going to reap substantial financial reward in the buying season in the early months of 1931.

Tomatoes—Southern tomatoes are inactive with few offerings around the 67½c level for standard Maryland No. 2s. The majority of canners refuse to consider this price, and are holding their pack in storage until market conditions improve. California tomatoes are slightly easier, with prices sliding off. New Jersey tomatoes are being held at slightly higher levels, with packers refusing to be interested in any price less than they are asking. The general market tone is dull, with little buying interest at the present time.

Corn—Corn is generally easier in tone, with fairly large offerings of Maine Golden Bantam at comparatively low levels noted. These offerings are for the most part made by canners who do not wish to take a chance in carrying their unexpected surplus over until spring. Maine Crosby has failed to show any appreciable gain, remaining firm, but this may be due to the larger factors remaining out of the market. New York state corn is reported irregular, with the general trend of the market dull. Western corn continues easy, with offerings of sub-standard goods resulting in buyers exercising severe caution before buying in this field.

Sardines—Continue unchanged, with Maine packers successful so far in keeping their quotations around the $3.25 levels for keyless oils, quarters. Buyers are not showing much interest, but packers have apparently realized their mistake in cutting prices, and intend to keep the market at its present level. Unless some unforseen difficulty develops, it is understood that plans call for another raise in the prices around the first of next February, when the demand is expected to pick up. At the present prices the packer is just about breaking even, and to make a profit must sell at a higher level.

Apple Sauce—New York State apple sauce is still irregular, with the price structure easy. The failure of the packers to stand together in keeping the offering price at a level where a reasonable profit could be made has encouraged sharpeshooting on the part of buyers and price concessions are a virtual necessity before any purchases are made. Other producing centers have become disgusted with the market here, and refuse to compete under present conditions.

Salmon—Is dull, and canned tuna has showed an increase in demand, and seems destined for improved market conditions. Crabmeat is irregular, suffering from small demand. Shrimp continues in a favorable spot, with the news that the Gulf States have had small packs, indicating that a price advance in this field might be expected when the general market improves.

Peas—Are dull, with slight easiness noted in the general price structure.. Heavy movement of lower grades continue, and sustain the price levels in this field, but easiness in some of the fancy grades where there are heavy surplus stocks are reported. General price revisions in the market are being awaited by the trade with the unexpected large crop of fancy grades, causing widespread price cuts in order to move it out into consuming channels.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

With More Seasonable Weather Interest Increasing—Cheap Retail Prices Increasing Consumption—To-Tomatoes Expected to Do the Unexpected and Suddenly Advance—Foolish Selling by Indiana Tomato Canners—East Buying Wisconsin Peas—Corn Very Quiet—New Milk Can Causes Activity.

Chicago, November 26, 1930.

MORE INTEREST—A little better undercurrent of interest seems to prevail in some spots; distributors were complaining bitterly because of unseasonably warm weather in early November, which was greatly reducing anticipated seasonable sales to consumers; however, things are now better and sensible merchants are realizing that some features of the recent business depression have been almost ridiculously overdone.

The general canned foods situation has not suffered statistically, at any rate; because the variety of cheap canned foods sales everywhere advertised has certainly stimulated consumption to a substantial degree.

Tomatoes—Some of our good guessers say that tomatoes will be the first one of the stapes to show any decisive upward movement. Those who have followed the vagaries of this fickle fruit over many years are all agreed that it frequently does the unexpected, either as to up or down extremes.

Indiana has been doing some foolish selling at ridiculous levels recently, prompted by influences outside of canned foods circles; but the general belief which was becoming current that there was no bottom to that market, and no end to supplies, is now due for a sharp revision. And it has resulted in several buyers starting to scramble to cover their needs at basis they thought was easy to get; but they find the offerings mostly gone.

This may now open up a chance for Ozark tomatoes to have an inning here if the troubles in that area prove to be as serious as the daily press would lead us to believe.

Peas—Some heavy buying from big Eastern markets into Wisconsin has stiffened up the morale of weak sellers there, and easy prices which were available are no longer possible.

It is to be hoped that the low dip on pea values is now passed, and that the distributing ranks may now fall in to support this popular product.

If this proves to be true peas will again prove to be the leader which may bring other canned foods likewise to better levels.

Corn—One does not hear much about corn recently. The general condition seems to be that buyers are selling out their more or less stocks which were pro-rated to them on futures and entirely reconciled to letting the uncertainties of 1931 take care of themselves.

It is quite apparent that certain grades of No. 1 corn are in short supply, also No. 10 size quite well cleaned up.

There is relatively little corn in any canner's hands in Ohio and Indiana; the surpluses are largely in Illinois, Iowa and Minnesota, and they are not, in fact, very large.

Milk—The trade is undergoing a little upheaval in adjusting itself to the reduced size "tall" can, which will be in production shortly after January 1st.

Some packers with large carryover surpluses are making an extra effort to unload now packs which might later suffer under the appearance of old milk, whereas on the other hand we hear of at least some places where producers are trying to accumulate a little reserve of these old-style talls while still possible, feeling that there will be calls which later cannot be conveniently filled.

Milk canners say that when they have once changed to the new style tall can they will not go back to the other one again.

Buyers can adapt their private labels to this new tall can readily, as it is same diameter as the old one; any print shop can easily run the labels through the press, change the net weight legend and trim off a little of the top and bottom.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Very Few Cars of Tomatoes Sold During the Past Week—Limited Offerings on the Market for Immediate Shipment—Increased Consumption in Canned Tomatoes—Prices Apparently Unchanged on Spot Green Beans.

Springfield, Mo., September 28, 1930.

TOMATO SALES—Very few cars of tomatoes sold during the past week. A few cars have moved out with No. 303 cans, 16 oz., at 60c, No. 2 standards at 65c and No. 2½ standards at $1 to $1.05. Sales at these prices have been confirmed by canners who don't have any suitable winter storage, or canners who are urgently in need of quick ready cash to meet some maturing obligations. Anyone having knowledge of the cost of packing tomatoes will quickly realize that canners take a considerable loss on every car sold at the range of prices mentioned.

Tomato Offerings—There are now limited offerings on the market for immediate or prompt shipment at the following range of prices: No. 1s standard, 10 oz., 42½c to 45c dozen; No. 300 cans, 14½ oz., 57½c dozen; No. 303 cans, 16 oz., 60c dozen; No. 2 standards, 65c to 70c dozen; No 2½ standards, $1 to $1.05 dozen; No. 10

standards, $3.50 dozen. There are a few cars of No. 2 extra standards held firm at 80c, and No. 2½ extra standards at $1.10. Canners holding tomatoes of extra standard quality show no disposition to force sales on this grade, and are prepared to hold, if necessary, to be marketed later when there is more active demand, and with the possibility of higher prices ruling.

Canners Busy—Many canners are now quite busy storing away their holdings of tomatoes into frost-proof warehouses, with the intention of holding for late winter or spring business. Quite a few cars are shipped out each week on orders sold for future delivery in the early months of the year. Some canners complain that it is difficult to secure shipping instructions on these future sales, buyers making one excuse after another in their efforts to get shipments delayed.

Increased Consumption—Retail grocers are finding a marked improvement in the sales of canned tomatoes since the coming of colder weather, and it is expected that this consumption will increase materially with the advance of the winter months.

Jobbers' Stocks—It is a fact well known to the average canner that many jobbing grocers are carrying in their warehouses very limited supply of canned tomatoes, and any of these jobbers will probably have to come into the market for additional supply before the end of December, and for immediate shipment.

Spot Green Beans—Prices apparently unchanged on canners' limited holdings. No. 2 cut stringless 85c to 90c, No. 10s $4.25 to $4.50. Some lots of extra quality No. 2 cut stringless held in firm hands are still priced at $1.00 per dozen.

Greens—Prices unchanged Turnip greens, No. 2s, 85c to 90c; No. 10s, $4.50. Mustard greens, No. 2s, 85c to 90c; No. 10s, $4.50 to $4.75. It now seems a little bit uncertain as to whether canners of the Ozarks will have enough of these greens to supply the winter and spring demand, as the distribution of both turnip and mustard greens seems to be growing in states farther north, whereas the consumption has been largely confined to the Southern States. Is there anything better than hog jowl and greens to feed a hungry man?

Next Year's Tomato Acreage—Canners throughout the Ozarks have planned to make a radical reduction in their contracted tomato acreage for the 1931 pack, and if this plan is carried out the total tomato acreage for next years pack will be quite a little bit less than the acreage contracted for the 1929 pack. Canners have also given out the word they will make a reduction in the price per ton at which they will contract for tomato acreage for next year's pack.

Future Can Prices—Canners generally are expressing their opinion freely that there should be a general reduction in the price on tin cans for packing season of 1931. Some canners seem to think that the can companies are making a good deal more profit out of the tomato canning industry than the tomato canners themselves, and yet the tomato canners think they are taking the big end of the risk.

General Business—Jobbers and retailers alike all report that business throughout the Ozarks is not up to the usual volume for this season of the year. However, it is thought that business conditions are better here in the Ozarks than in many other localities.

Annual Canners Convention—The annual convention of the canners composing the Ozark Canners Association will be held in Springfield, Mo., with headquarters at the Colonial Hotel, sometime the first half of January. Definite date has not been set. The membership of the Association is composed almost entirely of canners in Missouri and Arkansas, and a few canners in extreme Eastern Oklahoma.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Safest Policy for Oyster Canners Is to Lay Off Extensive Preparations—Pack of Shrimp in This Section Practically Over—Mobile Packers Build a Plant in Mississippi.

Mobile, Ala., September 28, 1930.

OYSTERS—Making hay while the sun shines is a good policy to pursue, but making extensive preparations to harvest the hay when it's not so sure that there is going to be any crop looks like a gambling proposition, and to what exten it is a gamble in the case of the Pabst Brewing Company time only will tell, for a press dispatch says that this firm has invested nearly a million dollars in new equipment and repairs to its big brewery in anticipation of the repealing of the Volstead Act. Will they cash in on their foresightedness, tip or whatever you choose to call it? Maybe they will and maybe they won't.

Whatever the outcome of the prohibition question is, it will hardly have much influence on the business conditions of the country as a whole, and certainly not to the exaggerated extent that so many seem to think.

Under the circumstances, the safest policy for canners and producers to pursue is to lay off any extensive preparations for good times or bad times, but just peg along on a conservative basis until the individual and the country as a whole quits preparing for the proverbial rainy days and go back to spending money. There is plenty of time to make hay when the sun comes out without taking chances now that the clouds are still hovering over us.

The above suggestion at this time particularly refers to the oyster pack, which is understood will start in Mississippi about December 15th. In a general way consumption of foodstuff is about 50 per cent of normal, therefore 50 per cent of a normal pack is the best bet this season, so let's play safe.

A good demand for cove oysters is reported and a very satisfactory volume of future business is being booked.

The price of the new oyster pack is $1.00 per dozen for 5-ounce and $2.00 per dozen for 10-ounce, f. o. b. cannery.

Shrimp—The shrimp pack in this section is practically over with and will hardly last over two weeks. Really, if it were not for the fact that the fishermen need the work, the seafood plants of Alabama would be closed down today, as there have not been enough shrimp produced to keep the factories operating profitably. The factories in Mississippi and Louisiana will no drubt continue to pack shrimp until the oyster canning season opens, but even if Louisiana does not pack oysters the factories there will close about the middle of December, because the shrimp will hibernate or leave this coast in another two weeks, and there will not be any shrimp available.

The shrimp, like crawfish, bury themselves in the mud in the cold winter months, and the nets of the fishermen drag over them without any results. The demand for raw headless shrimp is good, but the price low, considering the scarcity of shrimp.

There is a good demand for canned shrimp with the price firm at $1.30 per dozen for No. 1 small, $1.50 for No. 1 medium and $1.70 per dozen for No. 1 large, f. o. b. factory.

Mobile Packers Build a Plant in Mississippi—The Dorgan-McPhillips Packing Corporation, of Mobile, Ala., have just awarded a contract to Dye & Mullings, of Hattiesburg, Miss., for the immediate erection of the first unit of a large canning plant at Columbia, Miss. A. J. Kesslett, chief engineer of the Dorgan-McPhillips Packing Corporation, was in Columbia last week to direct location of the plant, and will supervise construction of the building, which will be 250 feet long and 80 feet wide and to cost approximately $60,000.

The Dorgan-McPhillips Packing Corporation are the leading packers of shrimp, oysters and vegetables of this section, and they operate canneries in Bayou La Batre, Ala.; Dauphin Island, Ala.; Buckatunna, Miss.; Laurel, Miss.; Westwego, La.; Golden Meadow, La., and Biloxi, Miss. Their brands, "Miss-Lou" and "Gulf-Kis," are very popular with the trade. Their new plant at Columbia, Miss., when completed will be one of the most modern in this section of the country, and will have greater capacity than any of their other plants.

Columbia is a good farming section and many varieties of vegetables will be packed at the new plant.

CALIFORNIA MARKET

By "BERKELEY."
Special Correspondent of "The Canning Trade."

Usual Price Changes Lacking—Moving the Goods Heaviest in Supply—Complete Cleanup Expected—The Pear Pack Lighter Than Previous Years—Tomatoes Quiet—Pink Salmon Selling Well—Unsettled Sardine Situation Causing Factories to Remain Idle.

San Francisco, November 26, 1930.

FEW CHANGES—Under ordinary circumstances with many lines of canned foods getting as closely sold up as is now the case, price revisions upward would be the rule. Few changes are being made, however, canners being intent on making as complete a cleanup as possible, and when one item in the list commences to become scarce selling efforts are switched to another in heavier supply. Wholesalers and retailers are following the same policy, and the items being pushed are those on which there is the greatest surplus. If canned apricots, for example, get in light supply, prices are left largely unchanged and increased efforts are made to move pears, or peaches, or other fruits available in larger quantities. Canners went the limit this year in naming low prices on fruits, vegetables and fish, and are a unit in declaring that lower prices are out of the question. When sales slow down a little, as seems to be the case just at present, canners stand firm and wait for the consuming demand to make itself felt again, knowing that this will not be long, as both wholesale and retail stocks are low. A complete cleanup is what is desired, and prices have been named to make this possible.

Pears—Definite figures on the canned pear pack for California have been released by the Canners League of California, and this is placed at 1,958,676 cases, as compared with 2,101,901 cases in 1929 and 2,336,593 cases in 1928. Of this output Southern California contributed 5,153 cases. The pack in the Pacific Northwest, which has had considerable effect on the market this year, will be close to 2,300,000 cases, or a little more than that of last year.

Tomatoes—The canned tomato market has quieted down a bit, but some packers were successful in getting rid of everything they had packed this season, so the slackening in demand is not having much of an effect on prices. Solid pack is in light supply, and is being firmly held, but a surplus of puree has come as a result of the long season. Some are quoting this rather lower than was the case a month ago, but the reduction is not general.

Salmon—Despite a pack of more than four million cases of pink salmon in Alaska and on Puget Sound, and a carryover from the previous year, as against a pack of around 2,500,000 cases last year and about the same size of carryover, unsold stocks are smaller than they were a year ago, amounting to about a million and a quarter cases. The advertising campaign that has been carried on to stimulate consumer demand, and the low price of $1 a dozen, at which large holdings have been moved, are the factors contributing to this splendid showing. With the best consuming period ahead, many canners are encouraged to believe that most of the pack will have been moved before another packing season.

Sardines—Some canners in the Monterey sector have packed no sardines this month, taking the stand that it is best to have the surplus fish in the sea rather than in cans. An extremely wide range of prices is in effect, with packers of advertised brands keeping theirs at opening levels, but with others making reductions in an effort to stimulate business, particularly export business. Exporters are complaining that quality is being sacrificed in connection with the lower prices quoted, and this is causing considerable misgivings, as the trend has been the other way in recent years, each year witnessing an improvement in quality.

Tuna—Some of the packers of tuna in the southern part of the state are advocating the cessation of packing operations from December 15 to February 15. This would strengthen the market, they hold, and would do away with the need for sending out the fishing fleets during the stormy period of the year, when the catch is normally light and operating costs heavy.

Cannery Inspection—A meeting of the representatives of the various industries which participate in carrying on cannery inspection, under the supervision of the State Department of Public Health, was held at San Francisco recently, the organizations represented including the Canners League of California, the California Olive Association, the California Fish Canners Association, the Southern California Canners Association and the State Department of Public Health. A statement of contributions and disbursements covering cannery inspection was made and approved.

The State Department of Public Health reported that a total of 151 canneries in California have been licensed under the provisions of the Cannery Inspection

Act, most of these being engaged in the packing of spinach, tomatoes, olives, sardines, mackerel, asparagus and other fish and vegetable products. Since the cannery inspection law went into effect in 1925 no outbreak of food poisoning due to the use of commercially canned California products have occurred anywhere. A staff of inspectors is on duty in all licensed canneries at all times that they may be in operation. Every batch of products can be traced by means of code numbers, and the temperature and duration of cooking of every can of products under inspection can be determined at any time and at any place that the container may be opened.

COMING TRI-STATE MEETING

THE twenty-sixth annual meeting of the Tri-State Packers Association, Inc., will be held at the Benjamin Franklin Hotel, Philadelphia, on Wednesday, Thursday and Friday, December 10, 11 and 12. The meeting on Wednesday evening will be a business meeting of the officers and Board of Directors.

The open meetings begin at 10.30 A. M., Thursday, December 11, and each canner is requested to bring a visitor with him.

In view of the recent McNary-Mapes Amendment to the Pure Food Law authorizing the Secretary of Agriculture to promulgate standards for canned foods, Thursday's session will be devoted to a discussion of the proposed standards on corn, peas and tomatoes. Dr. W. B. White and Dr. P. B Dunbar, of the Food and Drug Administration, will be present and participate in the discussion.

Reports will be made showing the results of bacteriological examinations of results of canned tomatoes made by Strasburger and Siegel, of Baltimore, Dr. J. B. S. Norton, College Park, Md., and in the laboratories of the American Can Company and the Continental Can Company. These examinations were made along the lines suggested for standards of canned tomatoes. The proposed standards also include drained weights as a test, and this matter will likewise be discussed. The day's meeting will be rounded out by a speech at the get-together dinner by Hon. W. G. Campbell, director of the regulatory work, Department of Agriculture.

Friday's meeting will be devoted to questions of production of canning crops, particularly applicable to the Tri-States.

PROGRAM

Wednesday, December 10th, 1930, 6.30 P. M.

Meeting of Officers and Board of Directors, Lafayette Room.

Thursday, December 11th, 1930, 10.30 A. M.

Open meeting, Crystal Ballroom. Please meet promptly. Each canner is requested to bring a machinery or supply man to all sessions. President's remarks, Harvey P. Hall; appointment of convention committees; report of treasurer, C. M. Dashiell; report of traffic manager, W. T. Gardner; report of field secretary, F. M. Shook. 12.30, noon recess.

2 P. M.

Open Meeting, The Voice of the Industry, Crystal Ballroom.

Members, visiting canners, canning machinery and supply men, brokers and distributors, please attend.

Standards under the McNary-Mapes Amendment, F. Hall Wrightson, chairman of Committee on Definitions and Standards.

Tomatoes, Peas, Corn. Results of Bacteriological Examinations of Canned Tomatoes and Tests for Drained Weights. Dr. Leroy V. Strasburger, Baltimore, Md.; Dr. J. B. S. Norton, College Park, Md.; representatives of the American Can Company and the Continental Can Company.

How Standards Will Be Formulated Under the McNary-Mapes Amendment, Dr. P. B. Dunbar, Assistant Chief, Food and Drug Administration.

Present Status of Standards for Corn and Peas, Dr. W. B. White, Chief of Food Control, Food and Drug Administration.

All present are requested to participate in the discussion of the proposed standards for canned foods.

Report of Nominating Committee and Election of Officers.

6.30 P. M.

Get-together Dinner, Crystal Ballroom, courtesy Machinery and Supply Men.

Toastmaster, Hervey P. Hall, President, Tri-State Packers Association, Inc.

Greetings of the Machinery and Supplies Association, Arthur Clark, President, Canning Machinery and Supplies Association.

Greetings of the Wisconsin Canners Association, H. R. Burr, Executive Secretary, Wisconsin Canners Association.

Address, Recent Legislation Affecting the Canning Industry, W. G. Campbell, Director of Regulatory Work, Department of Agriculture.

Presentation of awards to winners in the Ten-Ton Tomato Club, Dr. T. B. Symons, University of Maryland.

Friday, December 12th, 1930, 10 A. M.

Open meeting, Crystal Ballroom.

Proposed Canners' Short Course, Ralph O. Dulany.

The Overwintering of Bean Anthracnose, H. A. Hunter, Canning Crop Pathologist, College Park, Md.

Special Work on Canning Crops Production During the Past Five Years. L. M. Goodwin, Extension Economists, Canning Crops.

The Lima Bean Seed Situation, Dr. L. L. Harter, Department of Agriculture.

Discussion; Reports of Committees; Meeting of Officers and Board of Directors.

CONVENTION DATES

December 2-3, 1930—Iowa-Nebraska Canners, Hotel Ft. Des Moines, Des Moines, Iowa.

December 2-3, 1930—Michigan Canners, Pantland Hotel, Grand Rapids.

December 9th—Penna. Canners, Hotel Yorktown, York, Pa., 10 A. M.

December 9-10, 1930—Ohio Canners Association. Annual Meeting Hotel Deshler-Wallick, Columbus, Ohio.

December 11-12—Tri-State Packers, annual, at Benjamin Franklin Hotel, Philadelphia.

December 11-12, 1930—Association of New York State Canners. Annual Meeting at Hotel Seneca, Rochester, N. Y.

Jannuary 8-9, 1931—Ozark Canners, Colonial Hall, Springfield, Mo.

January 19 to 23, 1931—National Canners; National Food Brokers; Canning Machinery and Supplies; Machinery Exhibit. Hotel Stevens, Chicago.

What Canned Foods Distributors are Doing

Chains charged with Unfair Tactics Deny Allegations—Kroger Outlook Declared Favorable; Robertson Elected Vice-president—A & P Dollar Volume Drops in October—Sets Forth Government View on Canners' Bill.

CHAINS, CHARGED WITH UNFAIR TACTICS, DENY ALLEGATIONS—Conflicting developments featured the hearings of the inquiry being held by Attorney-General Sorenson, of Nebraska, into the alleged illegal tastics of grocery chain store systems in that State. Independent grocers have charged that the chain stores are violating the State law which prohibits members of chain store systems of selling the same articles at different prices in different towns.

Testimony so far has been to the effect that members of the chain store systems have followed and are still following, in spite of the present hearings into their activities, unfair methods of competition, in that they slash prices until they have forced their competitor out of business.

Thomas Tilley, former manager of a Piggly-Wiggly store in Omaha, testified that his instructions were to leave the price tag off articles and sell at whatever price that he thought he could get from the customer. This statement was backed up by the introduction of two circulars sent out to store managers by chain store executives ordering them to sell at any price they wished as long as they beat their competitors' prices.

On the other hand, Safeway Stores presented testimony by managers of a number of their stores in Nebraska towns and cities who said that their instructions were to meet competition when necessary. They explained the variance in prices between towns, as testified to by independent grocers in their efforts to prove their claims, as being entirely due to effort of the chain units to meet competition. Sales slips of purchases made at independent stores to prove that the latter were selling staple goods at the same or lower levels, were presented by the chain store representatives.

Store managers of the various chain store systems testified that their instructions were to sell on a gross profit basis of 16⅔ per cent. Futher testimony to the effect that the contentions of the complaining independent grocers are untrue is expected when more chain store employees testify.

When the hearing will be over is not definitely known, but it is thought that it will not continue more than a week, if that long.

Kroger Outlook Declared Favorable; Robertson Elected Vice-President—Rumor of further shifts in the management of Kroger Grocery and Baking Company gained partial confirmation when, after denials by officials of the company that any change was intended in the executive personnel, it was learned that Charles M. Robertson, treasurer of the company, had been elected vice-president. Mr. Robertson will continue his duties as treasurer.

In connection with the election of Mr. Robertson, Albert H. Morrill, president of the company, stated that this move does not indicate any change in the official personnel and "was made because of additional duties and responsibilities pertaining to finance and accounting recently assumed by Mr. Robertson."

In spite of this statement by Mr. Morrill, however, rumors concerning further changes in the management of the company continue to circulate. Various unconfirmed stories dealing with the alleged lack of success on the part of the new management in bringing the company "out of the red" hold, that there will be further changes in the near future.

However, John M. Hancock, a director of the company, stated in Cincinnati, where he attended the recent directors' meeting, that no important changes in the executive personnel were contemplated, as far as he knew. Mr. Hancock, who represents Lehman Brothers, a New York underwriting and security house on the board, further stated that results under the new management since the reorganization several months ago were entirely satisfactory.

Mr. Hancock stated current profits are satisfactory and continued: "It is too early to talk about what our net profits for the year will be, but to date they are satisfactory and the outlook is good. Naturally they are not yet what we hope them eventually to be, but at this stage they are suitable."

Mr. Hancock said that no action would be taken on the stock dividend until the January meeting of the directors. For the past three years a dividend of 5 per cent has been paid.

The grocery unit of the Kroger Company, which was placed in a Sears-Roebuck retail outlet in Chicago as an experiment, is working out very well, according to Mr. Hancock. The other experimental store, which is located in a Sears-Roebuck unit in Cincinnati, has not yet made a full report, but it is believed that this store is making out as well as the Western store. Whether or not this plan will be put into effect in other Sears-Roebuck stores throughout the MiddleWest, where Kroger operates, will not be decided until after the two experimental units have had further opportunity to prove whether they will be successful.

Commenting on the drop in numbers of the system's units this year until on November 1st, they totaled 5,178, as compared with 5,593 a year ago, a drop of 415, Mr. Hancock said in the majority of the cases this reduction represented the consolidation of small units. He intimated that while in a chain the size of Kroger there will always be occasional changes, the bulk of this process has been finished. Personnel has been strengthened considerably and the morale of the employees is said to be excellent.

A. & P. Dollar Volume Drops in October—In October, for the first time this year, monthly sales of the Great Atlantic and Pacific Tea Company dropped below the corresponding month in 1929 in dollar volume. October dollar volume sales were 4.75 per cent below those of the same period in 1929. However, this does not mean that the units of the company did a smaller business than in the 1929 period, as tonnage of merchandise sold during the month showed an increase of 5.82 per cent over the corresponding month last year. The difference is attributed to the drop in commodity prices along with the 1-cent cut in the price of the company's bread made recently.

The average price per ton of goods sold in the chain system's units was $203.75, as against the average price per ton in 1929 of $226.36. This means that customers in the month of October received 9.98 per cent or almost 10 per cent more food for their money than in the same month last year.

In the face of sharp cuts in retail prices, dollar volume as well as tonnage has exceeded the 1929 monthly totals up to October. One of the main causes of the October decline was the reduction in the price of the standard 20-ounce loaf of the company's bread to 7 cents per loaf—a 1-cent decline. Inasmuch as the company operates 35 bakeries throughout the United States, with daily sales of 5,500,000 loaves, a cut of 1 cent per loaf means the loss of approximately $1,500,000 per month in revenue.

The company, which consistently followed a policy of passing along savings in commodities to its customers, has more than quadrupled dollar volume of sales during the past nine years. A year ago the company instituted the cut in coffee prices. As a direct result of the price cut, the company increased its weekly sales of coffee from around 2,750,000 to 4,000,000 pounds.

Sales of the company for the 12 months ended February 28, 1930, amounted to $1,053,692,882, with estimates for the current year placing the volume at over $1,100,000,000.

Sets Forth Government View on Canners' Bill—An interesting view of the Government's standpoint in regard to the so-called canners' bill providing for Federal classification of legal standards for each class of canned foods, with the exception of meat, meat food products and canned milk, is afforded in a recent statement by P. B. Dunbar, assistant chief, Food and Drug Administration.

The feature of the amendment to the Food and Drugs Act is that when the canned food is below the promulgated standard, this fact must be stated in a conspicuous manner on each label or package of canned foods.

Mr. Dunbar points out that this amendment makes it easier for the buyer to know what he is getting for his money, and also aids the manufacturer in that it informs him just what the law requires in the way of quality and condition in their products.

Officials of the Food and Drug Administration, in direct charge of the enforcement of the Food and Drugs Act and its amendments, are now at work formulating standards for food products covered by the canners' bill. Tentative standards for a number of foods have been drawn up already and the Administration is

receiving valuable aid from the food industry, State and city food officials and the general public in their formulation.

About fourteen or fifteen years ago the Department of Agriculture requested legislative authority to establish legal standards for canned foods. The Department was not actuated by the desire to increase its authority, but recommended such legislation purely because it believed that this move would be in the interest of more effective enforcement of the Food and Drugs Act, and therefore would be of marked advantage to consumers and competitive producers.

But Congress did not act on the Department's recommendation and, in the interim, the lack of legal standards had been offset to a marked degree by the development of co-operative relationships between Federal and State authorities to guarantee a fair uniformity of administrative standards throughout the country, and therefore make it easier to establish the reasonableness and general acceptance of administrtive standards.

Some twenty years back the food manufacturers operated under conditions of serious confusion and almost endless difficulties, due to the lack of uniformity between Federal requirements and those of the various States. Federal requirements, diametrically opposed to those of the State where distribution was made, were not unhead of. This resulted in confusion, and food manufacturers for this reason have been campaigning many years for some such definite food standards as are not to be set in the canners' bill.

Mr. Dunbar pointed out the strange situation of an industry which, some twenty-odd years ago, was by no means united in its support of the enactment of the Food and Drugs Act, now appealing to the Government and securing passage of legislation though Congress imposing still more stringent legislation upon itself. The industry has realized that the Food and Drugs Act had advantageously revolutionized its method of operation.

The industry has seen, further, that enforcement of that act has done away with much of the competition due to the marketing of unfit material and has created a valuable feeling of public confidence in its operations by completely removing from the market products of such low quality as to bring the entire output of the canning industry into disrepute. The canning trade has recognized that the passing of laws and regulatory operations under these laws do not obstruct the legitimate development of the industry.

The chief concern of the Federal officials in charge of enforcing the Food and Drugs Act, however, is the buying public. The range of the consumer's ability to purchase foods is determined largely by his pocketbook. If his finances permit him to buy a standard-grade article, he should be in a position to do so with full knowledge of the character of the article. If he is not in a position to buy a standard-grade article, it should be possible for him to secure a product within his means which, while not so generally desirable, will nevertheless be pure and wholesome and carry a nutritive value sufficient for his needs. Such a product should carry a definite label declaration of its sub-standard quality.

Mr. Dunbar points out that the purpose of the canners' bill, then, is to authorize the formation of such legal standards as will insue at least a standard degree of excellence in the product sold. An article which has reached such a degree of inferiority as to offend the purchaser will be definitely labeled to show that it is sub-standard, and therefore will be offered at the ordinary price of a standard product. While such a sub-standard product may be wholesome and nutritious, the buyer will be assured, through the regulatory operations provided for in the bill, of knowing exactly what he is getting for his money.

Both the canning trade and the food industry in general are solidly in favor of the provisions of the canners' bill and have promised their co-operation in drawing up these standards. As Mr. Dunbar has stated, an immense amount of information has already been received by the Government.

RELIEVED

He had gone into the library to put the thing up to her father and she was anxiously waiting on the front porch.

"Well," said the suitor, when he returned, "he asked me how I was fixed and I told him I had $3,000 in the bank."

"And what did he say to that?"

"He borrowed it."

ASSAU TREATS THE GROWERS

ON Saturday, November 22, the W. F. Assau Canning Company, through its president, Mr. Harry Imwold, invited all of the farmers with whom they had contracted for raw products during 1930 to bring their wives and children to an oyster roast at the factory, Boston and Streeper Streets and Linwood Avenue, Baltimore.

They were served with raw and steamed oysters, sauerkraut and sausages, baked ham, old-fashioned cinnamon cake, plenty of beverage and coffee.

Approximately 365 attended. A few of them danced, and a good time in general seemed to be had by all.

This is the second annual oyster roast given by the W. F. Assau Canning Companv to its growers, and it seemed to be very much appreciated by them.

BRITISH CANNED FRUIT INDUSTRY STILL BOOMING

MOREthan 3,500 boxes of fruit were included in the Imperial Fruit Show, which opened at Granby Hall, Leister, on October 23, notice of which appeared in the "Leicester Daily Herald" of October 24. The following is quoted from this article:

"The show, which is the biggest yet held, will exemplify the great strides in fruit growing in this country, and the rapid advance of a new British industry, fruit and vegetable canning.

"The amount of home-grown fruit tinned in this country this year is twice that of last year and ten times more than that of three years ago. Twenty large frut-canning factories are now established in England. British canning machinery, most of it made in the district of Leicester, will be seen in motion at the show for the first time."

The
PURE
FOOD
LAW

If a question concerning the Pure Food Law arises it can be quickly settled if you

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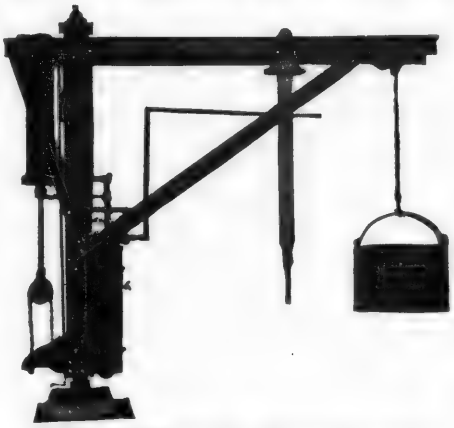

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Improved Process Kettle or Retort 40" x 72" and other sizes.

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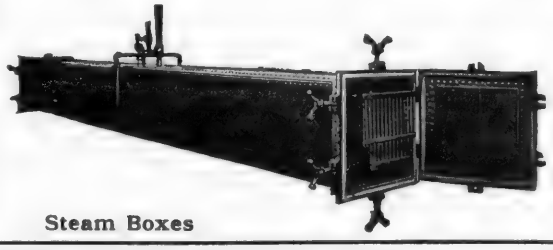

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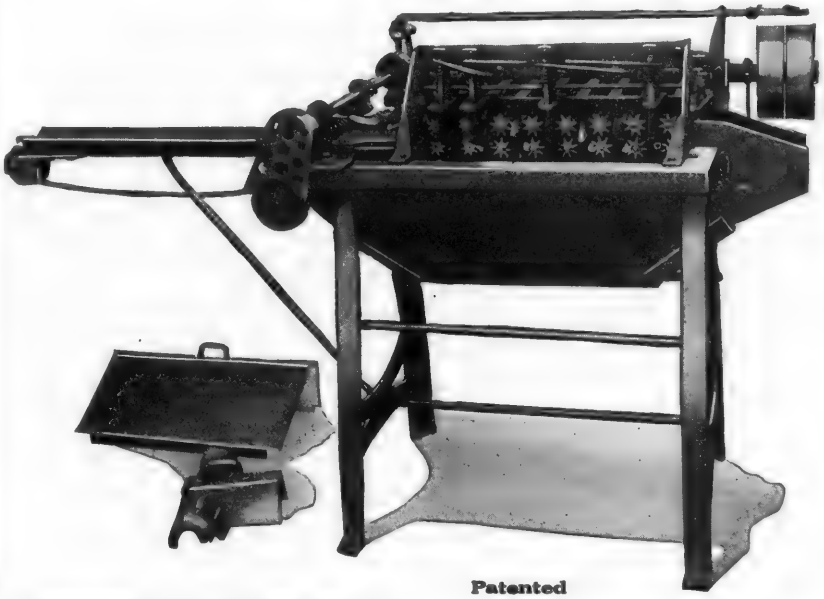
The Morral Corn Cutting Machine

None Better, Faster, or More Durable



Patented

The half tone cut shows the Morral Corn Cutter arranged for cutting main style corn.

We are now building this cutter with attachments for cutting Whole Grain Corn. The Whole Grain Corn Cutter was installed in several factories the past canning season and gave fine satisfaction.

It will pay you to write for prices, list of users and other information.

Manufacturers
Corn Husking Machines
Corn Cutting Machines
For Maine Style Corn
Whole Grain Corn Cutters
Labeling Machines
And other Machinery

Morral Brothers

Morral, Ohio

BROWN BOGGS FOUNDRY & MACHINE CO., Ltd.
Hamilton, Ont., Canada
Sole Agents for Canada

AS NEAR AS YOUR NEEDS

BOSTON, MASS.
119 Braintree St., Allston Station

NEW YORK, N. Y.
2 Lafayette St.

PHILADELPHIA, PA.
348 Drexel Bldg.

BALTIMORE, MD.
No. Haven and Fairmount Ave.

CLEVELAND, OHIO
1220 Terminal Tower Bldg.

SANDUSKY, OHIO
800 Decatur St.

MUNCIE, IND.
P. O. Box 357

KANSAS CITY, KAN.
Packer's Station

ST. LOUIS, MO.
5110 Penrose St.

RICHMOND, VA.
P. O. Box 1538

10
H & D PLANTS

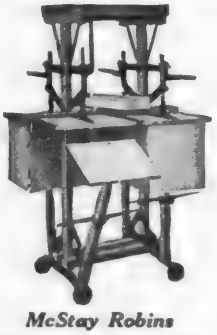
No long hauls or tedious waits when you depend on H & D service for your corrugated fibre shipping box requirements. Ten fully equipped box making plants in the principal cities of the canning belt bring H & D Service as near as your needs for prompt and efficient attention. Information or samples and prices on request.

THE HINDE & DAUCH PAPER COMPANY
800 Decatur Street Sandusky, Ohio

HINDE & DAUCH corrugated fibre SHIPPING BOXES

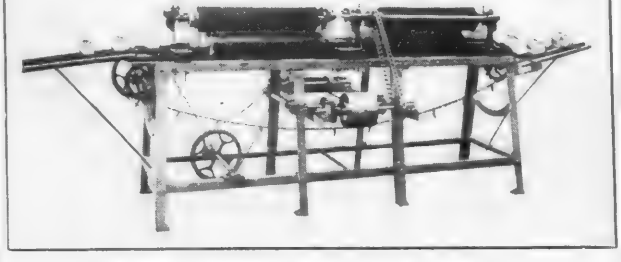
H&D

CANNING MACHINERY and SUPPLIES



McStay Robins Lightning Box Sealer

Closed Retorts



Robins Beckett Double Can Cleaner

A. K. ROBINS & COMPANY, INC.
LOMBARD and CONCORD STS., BALTIMORE, MD.

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.
All are welcome.

CUTS BOTH WAYS

Mrs. Nagge—Statistics prove that marriage is a preventive of suicide.

Mr. Nagge—Yes, and statistics also prove that suicide is a preventive of marriage.

HIS EARLY EDUCATION

Hap—There's a young man who knows his A-B-C's and always minds his P's and Q's.

Sap—His mother probably weaned him on alphabet soup.

LACKED EXPRESSION

Grandma—Doesn't that little boy swear terribly?

Little Grandson—Yes'm; he sure does. He don't put no expression in it at all.

PLENTY OF V'S AND P'S

Toscano—Have you been with this bank long?

Bank Cashier—Oh, yes. I was here when there were only ten vice-presidents.

BE CAREFUL

"Taking anything for your hay fever?"

"Yes; I'm taking boxing lessons to wallop the first man who gives me free advice.

HOW THE WAR STARTED

She—Anybody would think that I was nothing but a cook in this household.

He—Not after eating a meal here.

CORRECT PRONUNCIATION

Mrs. Bargainhunt (at jeweler's)—I just bought this ring at Cut Rate Joe's across the street. How do you pronounce the name of the stone. Is is "Turkoise" or "turkwoise"?

Jeweler (after inspecting stone)—The correct pronunciation, madam, is "glass."

FAMILY PRIDE

Mr. Pewee—Why did you get me such big shirts? These are four sizes too large for me.

His Wife—I wasn't going to let a strange clerk know I married such a little shrimp.

HERE'S HINT FOR OTHERS

"Spud sure is religious now."

"What's happened?"

"His flivver stalled in front of a church and when he got out to crank the darned thing it kicked the devil out of him."

WELL, WELL!

What kind of a chance is there for a young fellow beginning at the bottom to work his way up?"

"Not much. We're contractors for digging wells."

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

CORRUGATED FIBRE SHIPPING CASES.
Hinde & Dauch Paper Co., Sandusky, O.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers
Filling Machines, Bottles. See Bottlers' Mchy

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.

Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.

Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.

Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.

Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.

H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.

The Scott Viner Co., Columbus, O.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.

Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

F. H. Langsenkamp Co., Indianapolis, Ind.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.

Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.

Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Pea. See Cleaning and Grading Mchy

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.

A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Picking. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.

Amer. Telephone and Telegraph Co.—Everywhere

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.

Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.

J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

FOR

Syruping Fruits and for Liquid Filling

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P. O. Box 238 ALAMEDA, CALIF.

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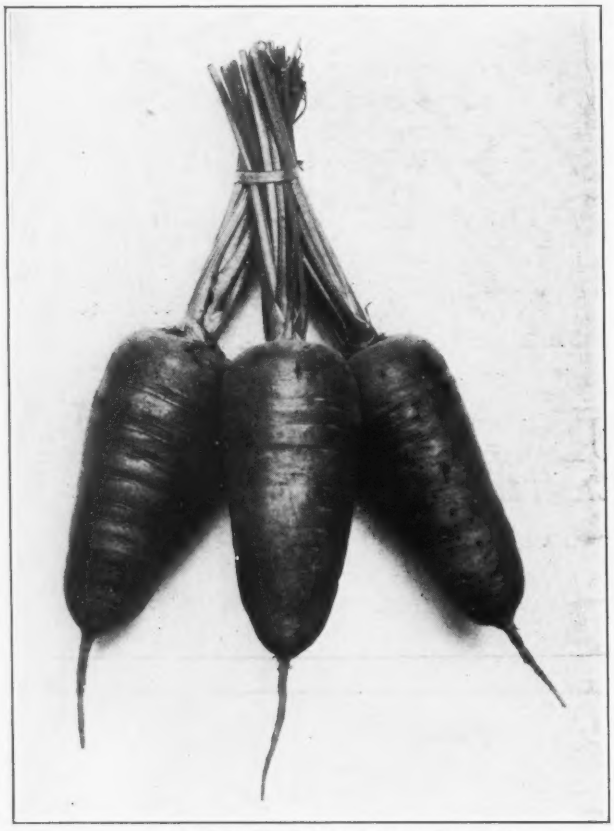
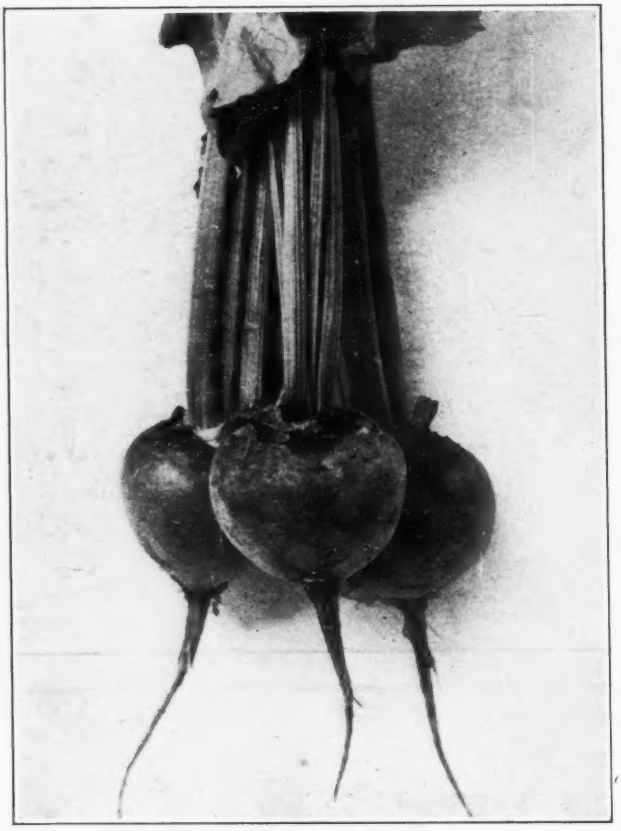
DEPENDABLE SEED



IMPROVED CHANTENAY CARROT
(with core same tint as color of flesh)



DETROIT DARK RED BEET

An IMPROVED CHANTENAY CARROT with fine smooth surface and deep orange-red color. The interior flesh and small core also have the depth of color so necessary for an attractive pack of diced carrots.

We Can Also Furnish The Nantes Coreless Carrot.

Our strain of DETROIT DARK RED BEET, bred specially for canners' uses, is a leader in producing the color and texture essential to a quality pack.

Continuous Intensive Breeding Ground operations give assurance of uniformly high quality.

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PERSONAL in relation to the INDIVIDUAL CUSTOMER

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